Board of Trade Journal

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Front cover caption

A Howard Rotavator EMO 60 fitted with a Rowcrop Rotor working in young sugar at Empangeni, Zululand. Until recently short weeding in this crop was done by hand, but the Howard Rotavator is now used extensively. In the Natal cane belt the same machine is used for initial planting, inter row weeding, replanting and the preparation and maintenace of firebreaks. The Howard Rotavator Company Ltd., of West Horndon, Essex, export 50 per cent of their products

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Trade prospects in Colombia re-examined

By M. K. O. SIMPSON-ORLEBAR, First Secretary (Commercial), British Embassy, Bogotá

DURING THE past year the Colombian government has been struggling with the economic troubles which have beset it since heavy pressure on the peso in September and October 1964 forced the government to abandon its policy of pegging the 'free' foreign exchange rate. The announcement that the government was abandoning this policy, by which, since the beginning of 1963, the peso/dollar rate had been held at Ps. 10 to the dollar, precipitated a crisis of confidence. The free dollar rose steadily, hitting Ps. 15 during March and Ps. 20 by the end of June this year. This, combined with the rise in internal prices since the last devaluation at the end of 1962 (the workers' cost-of-living index rose 50 per cent between the beginning of 1963 and mid-1965), made the 'official' rate, which is used to pay for most imports, look increasingly unrealistic at Ps. 9 to the dollar, and a further devaluation was widely expected.

Proposals for what its critics called a 'disguised devaluation' were made by the then Minister of Finance in June, but these were rejected by the cabinet. Although congress subsequently refused to give the government special powers to legislate by decree in economic matters, the latter has now invoked emergency powers to carry through a compromise reconstruction of the foreign exchange system on lines proposed by the new Minister of Finance, Dr. Joaquín Vallejo. Under decrees issued at the beginning of September the 'official' rate has been split into two: the previous rate of Ps. 9 to the dollar is retained as a 'preferential' rate of pay for those goods, such as certain raw materials and replacement parts, which are held to bear directly on the cost of living; while all remaining imports will now be paid for at a new 'intermediate' rate of Ps. 13.50 to the dollar. This rate will also apply to exports other than coffee, the proceeds of which could previously be sold back to the Central Bank at the free rate. Changes have been made in the coffee export rate (now Ps. 8.50 to the dollar) and in the conditions offered to foreign investors.

Stabilization programme

These measures are part of a comprehensive stabilization programme, which is also intended to eliminate the budget deficit, currently estimated at around Ps. 1,000 million, or one-fifth of the total budget for the year. Not only will the government be making an increased profit on exchange transactions under the new system, but income tax has already been raised by 20 per cent for this year and 10 per cent for the next, and further taxes are in prospect. Having demonstrated that they are making a serious effort to restore economic stability, the government will now be seeking a further 'stand-by' from the International Monetary Fund to help the balance of payments, and fresh international loans to restore the rhythm of the country's ambitious development programme.

Faced with the shortage of foreign exchange over the past year, the government can take credit for having considerably reduced the monthly rate of imports during 1965 as compared with 1964, while at the same time they have avoided the widespread closing of factories which might have followed a less adept manipulation of the import licensing system. As a result of these restrictions, export registrations during the first six months of 1965, showed at US$230 million, a surplus of US$51 million over import registrations (US$179 million). Even so, many factories have been on short time, and the rate of imports must be stepped up if further industrial trouble is to be avoided. The government has already re-established a small 'free' list of goods, mainly certain replacement parts and raw materials, which can be imported without prior application for an import licence. It has shown itself alive to the dangers of a failure to contain the price rises which are bound to follow the exchange readjustments, and is doing its best to enforce price control and punish speculation.

The economic situation will have an important bearing on the general elections which are due to be held next spring to elect a new congress and a new president. The actual hand-over of power by the present president, Dr. Guillermo León Valencia, takes place in August on completion of his four-year term. Dr. Valencia, a Conservative, was elected president in 1962 as the joint candidate of the 'National Front', the Liberal-Conservative alliance. Next time their candidate will be a Liberal in compliance with the 16-year electoral pact agreed between the two traditional political parties in 1957, at the end of a decade of political instability, under which Liberals and Conservatives would run alternatively as the two parties' joint candidate for the presidency and public offices would be shared between them in strict parity. The name still most frequently mentioned as the probable candidate of the Front is Dr. Carlos Lleras Restrepo, even though he has himself renounced the candidature because of opposition to his candidature from some quarters. Normally the Front's candidate could reasonably expect to be elected, but the uncertainties not only about his identity but also about the plans of the various opposition parties make it a little unwise at the moment to make any predictions.

Whatever the composition of the next government, Colombia seems likely for the foreseeable future to continue with a chronic balance of payments problem, which will oblige her to maintain a strict control of imports. Competition among exporters has increased, particularly perhaps with regard to credit, and for Britain there is the special problem of the convinced bilateralism of Colombian official thinking on foreign trade, which is disturbed that for the past few years Colombia should have always had an unfavourable balance of trade with Britain: in recognition of this official efforts are being made to help Colombian goods find markets in Britain. We cannot, therefore, expect any dramatic all-round rise in Britain's exports to Colombia (which, indeed, like those of every other country, will register a fall during 1965); but we can surely hope modestly to increase our percentage of her total imports by steady selling in traditional lines (chemicals, iron and steel, tractors, vehicles, machinery of many types and of course, whisky) – and by a real effort to obtain more of the bigger contracts.

A few such contracts have already been won during the past year or so by British firms (see Features) – for steel-rolling plant and the related electrical equipment, sugar mill machinery, telephone lines and instruments, submarine cable and biscuit-making

(*Continued on page* 1257)

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plant. There will soon be fresh opportunities, both in the public sector projects, which for financing look mainly to the international finance organizations, and in the private sector, where credit is usually sought on commercial terms.

Loans in the public sector

In the public sector there have been several recent loans from the Inter-American Development Bank: US$10 million for extensions to the port of Buenaventura on the Pacific, US$5 million for the three major ports on the Atlantic coast, US$11.2 million for the Rio Prado hydro-electric project and for interconnection with Venezuela, and US$4.75 million for a water and sewage scheme in Medellín. The World Bank's last loan was of US$45 million for the Nare hydro-electric project near this city, the 'Manchester' of Colombia. Decisions on other important power projects are awaiting completion of the study of national interconnection, which is being undertaken by a firm of British consultants in association with two Colombian firms. A loan of US$23 million has been requested from the World Bank to finance the first stage of the national telecommunications plan, and tenders are already under study for the supply of microwave links between Bogotá and four leading provincial towns as part of the first stage. The World Bank has also been asked for a fresh loan by, among others, the National Railways.

Two other projects, technically both in the private sector, are also getting under way since they received international loans. The steel plant at Paz del Río (US$30 million from the World Bank) last year awarded the main contract for rolling mills in its current expansion programme to a British manufacturer, and it is planning further expansion for which a fresh World Bank loan will be requested; while the soda-ash plant being built by the Bank of the Republic at Mamonal, on the Atlantic coast near Cartagena (US$12 million from the Inter-American Development Bank), has issued several substantial calls for tenders during the past year.

The publicly-owned national petroleum company, Ecopetrol, is not a candidate for international loans, though it will no doubt wish to obtain supplier credits for some of the projects in its five-year expansion programme. Contracts have already been awarded for the extension of its refinery at Barrancabermeja and the installation of ethylene, polythene and paraffin plants, while the construction of a new refinery outside Bogotá is under study. Apart from the very considerable plans of Ecopetrol, the development of the petrochemical industry – as of the petroleum industry, which has made Colombia Latin-America's second largest exporter of petroleum – is a preserve of the private sector. It is perhaps in this field and the related fields of fertilizers, synthetic fibres and plastic materials, that the most notable industrial expansion of the last two or three years has been taking place. There are now, for example, plans at various stages of realization for two polyvinyl chloride plants, three polyester plants, three nylon plants and a second ammonia plant. Further uneconomic duplication of this sort may be avoided now that Ecopetrol has joined with Celanese Colombiana, SA (a subsidiary of the United States firm) and five leading finance corporations in establishing a *Fondo para Estudios Petroquímicos* to study future projects in the petrochemical field.

The finance corporations just mentioned are playing an important rôle in the private sector's development. The five private corporations, whose boards include many prominent businessmen and industrialists, have their head offices in Bogotá, Medellín, Cali, Barranquilla and Manizales, respectively. They have now been joined by the state-owned Instituto de Fomento Industrial, with headquarters in Bogotá. Each corporation is promoting several projects: the method is to establish a separate company in respect of each project, with the corporation as a shareholder, and to seek know-how, quotations for machinery and, sometimes, direct investment from the potential supplier. An example is the proposed 4,000 tons a day sugar mill, Ingenio Risaralda, which four of the corporations are promoting jointly. Tenders for the equipment for this mill are now being studied. Given the key rôle of these corporations, it is gratifying that a British banking group should in 1963 have invested in two of them, and that at the end of 1964 a further investment in the Bogotá corporation should have been made by four British industrial firms.

While further investment of this sort is not a practical possibility at the moment, I hope that British companies will in some cases be willing to consider local licensing arrangements for their products. As Colombia's own industries develop, import restrictions will be applied to more and more goods which it was previously possible to import direct, and we continue to receive inquiries from Colombian businessmen who are interested in the local manufacture of anything from lifts to milk churns. It is perhaps in the various branches of the metal-working industry that Colombia is most ready to take further steps forward, with technical assistance from abroad playing a useful part in ensuring the proper standard of product. I wonder if there is not more scope for British companies re-equipping their factories at home to export their existing manufacturing plant, which may be obsolescent for the home market but whose production rate would be quite adequate to Latin American conditions? It would be helpful if more British firms who write to us about market prospects would indicate whether they are willing to consider licensing arrangements if there are no possibilities for direct sales.

International Trade Fair in Bogota

We should like to see this type of industrial partnership as a feature of the British pavilion which it is hoped to organize at Bogotá's Sixth International Trade Fair, from September 1 to 20, 1966. A fair was held in Bogotá in both 1963 and 1964, and it is now established that it will take place every two years, alternating with the Pacific Fair in Lima. I hope that British companies will seriously consider taking part in the Bogotá Fair. Potential buyers really do come to the fair (along, of course, with thousands of people who have no intention of buying anything), and at the 1964 fair exhibitors generally were very pleased with the sales they made. The fair's importance as an advertising forum is greater than it would be in a country with more developed advertising media. Possibly its chief attraction, however, is the opportunity it provides of introducing goods into Colombia under simplified import procedures.

The Board of Trade has already circularized firms known to be interested in the Colombian market, in order to assess the amount of support for a British pavilion in which space and stands will be available at assisted rates. This Embassy has conducted a similar exercise among the local importers, with encouraging results. Any firms not already circularized can obtain details from Mr. J. M. Stuart, Export Promotion and Fairs Branch, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1 (Tel. Abbey 7877, Ext. 2785). The final decision on whether to organize a British pavilion will be taken at the end of December.

Successful selling in Colombia

While exhibition at this fair could serve as a good way for introducing certain types of products to the market, our manufacturers cannot let matters rest there. The recipes for successful selling in Colombia are the same as they always were, assuming, of course, that a competitive product is being offered: reply promptly to correspondence, preferably in Spanish and always by air mail; quote prices according to the metric system and in United States dollars, f.o.b.; find a good agent and support him by visits of the firm's salesmen and technicians; think about packaging and presentation; bear with the complications of Colombia's import

(*Continued on page* 1259)

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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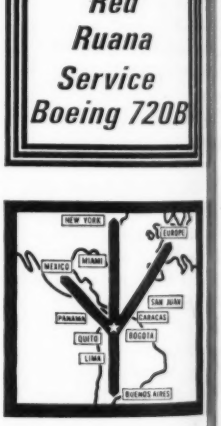

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licensing procedure, the formalities of making agency agreements, and the irritations which will inevitably arise in the firm's relation with even the best local agent. British firms in general will find it very difficult to do much business here without appointing an agent, and this Embassy is at their disposal to try to help them find the right one. I hope, however, that exporters, once they are approaching the final stages of appointing an agent, will pay a personal visit to Colombia. Combined with a visit to neighbouring countries this should be well worth while, and correspondence can be no substitute for personal confrontation.

I conclude by quoting the opening sentence of an article published in the *Board of Trade Journal* of September 20, 1963: 'I am not going to pretend that Colombia is a particularly easy market to enter, or even to explore, but if a certain amount of trouble is taken I am sure that it can prove a rewarding one in certain fields.' After a further two years spent in this country I see no reason to revise this view. And if our export drive is to succeed, can we afford to neglect countries like Colombia with its fast-growing population (at present estimated at 16 million), with at least seven towns that are already sizeable industrial centres, with a largely undeveloped countryside where the natural conditions exist for raising almost any animal or vegetable product, and with a traditional attachment to things British which survives in many unsuspected places?

Belgium: targeting exercise

THE *Export Service Bulletin* of November 29 will contain reports on the market in Belgium for selected products. This issue marks the launching of a special export targeting exercise planned by the Board of Trade in conjunction with the British Embassy in Brussels.

As a prelude to the exercise the *Board of Trade Journal* of September 17 and October 1 and 8 carried articles on some of the special aspects of selling to Belgium.

EFTA Bulletin for November

THE IMPORTANCE of the EEC market to Austria and Finland are the leading articles of this month's *EFTA Bulletin*. Other articles deal with the meetings of the Consultative Committee and the Economic Development Committee. This issue also contains the communiqué of the recent Ministerial meetings in Copenhagen. Copies of the *EFTA Bulletin* can be obtained free, from the EFTA Information Centre, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877, Ext. 2479/2480).

United States: UK Scientific Mission

THE UNITED KINGDOM Scientific Mission in Washington has prepared the following reports. Copies of the reports can be seen in the Board of Trade Statistics and Market Intelligence Library, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7066). The Library can supply copies of the reports on payment of a photocopying charge of 1s. per page.

Graduate Research Centre of the of the South West (Report No. 65/69), October 1965, six pages.	Describes a visit to the Centre and some of the research in progress in atmospheric and space sciences and in the geo-sciences.
Electrical energy for the Western United States (Report No. 65/65), October 1965, nine pages.	Describes extensive developments and projects for electric power and water in Western United States, including the Colorado River Storage Project, Glen Canyon Dam, Lower Colorado River Basin Project, the 'West' Organization, Power Generation in the Pacific North West, and the Pacific N.W.-S.W. Inter - tie. (British manufacturers may be interested in quoting for some of the special equipment which will be required.)

Investigation into export opportunities for agricultural equipment in Africa

MR. L. A. MARTIN, executive director of The Standard Bank Limited and member of the Committee for Exports to Africa, is carrying out jointly with Mr. J. B. Davies, secretary to the BNEC Committee for Exports to Africa, an investigation into opportunities for the sale of agricultural equipment to the emergent countries of Africa.

Mr. Martin, who was appointed to the Committee for Exports to Africa earlier this year, has wide experience of business operations on the African continent. In his view, whilst British exporters are unlikely to see any dramatic expansion of African markets in the immediate future, a steady growth in these markets is in time inevitable. Even now, new export opportunities, which could lead to considerable benefit in due course to British industry and commerce, are not always being fully exploited. Apart from the growing needs of African countries for capital equipment for development and for exploitation of natural resources, rising wages and growing local working populations should promise an expanding market for many kinds of consumer goods.

'Call Export Intelligence'

We can help you profit from new markets overseas.
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- and get the vital facts, key contacts and individual guidance you need-for the price of a telephone call

The Board of Trade's 'Call Export Intelligence' advertising campaign was resumed conjointly in sections of the National Press and the *Board of Trade Journal* of September 24. The resumption was decided upon following the success of the previous campaign which brought in many inquiries from all parts of the country and especially from the London and South Eastern region.

The general theme that this is a personal, confidential service to British businessmen is maintained. Emphasis is placed upon the assistance which can be given to businessmen travelling abroad, on market information, on finding a good agent, on Board of Trade publications for exporters, on the *Board of Trade Journal* itself and on trading with EFTA countries. (*See specimen advertisement on page* 1263.)

Exporters are invited to call us for:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

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Government's distribution of industry policy must be 'fair, firm and flexible'

— *Mr. Douglas Jay*

'IN RUNNING the Government's distribution of industry policy, the Board of Trade aims not merely at bringing new work to the seriously under-employed areas, but in maintaining full employment where it already exists, and restraining congestion where it has become intolerable, as in the Midlands and the South East For this policy to succeed it must be fair, firm, and flexible in all types of areas.' This was said by Mr. Douglas Jay, President of the Board of Trade, at the opening of Montague Burton's factory at Walkden, Lancs, on November 19.

Continuing, the President said that in the first nine months of 1965 the total factory space approved by the Board of Trade in Development Districts had been 15 million sq. ft., estimated to give new employment to 44,500 persons. These were the highest totals for many years and compared with 11.5 million sq. ft. and employment of 33,500 in the same months of 1964. 'Even more striking', he said, 'has been the marked shift away from the congested regions which has been achieved this year in comparison with 1964. The area of new factory space approved in the London and South East Region fell, as a proportion of Great Britain as a whole, from 9.7 per cent in the year ending September 1964, to 8.3 per cent in the year ending September 1965. In the Midlands there was also a drop from 8.3 to 7.9 per cent, but in the four regions of the North and West – Scotland, the North East, the North West and Wales – the percentage went up from 5.2 to 7.1 In Scotland the rise was from 10.5 to 15.3 – or half as much again. In Wales it was from 5.2 to 7.1, and in the North West (including Merseyside) from 13.3 to 16.2. In the six months April to September there was an even greater shift towards the under-employed regions. These figures are solid proof of what a determined distribution of industry policy can achieve as the basic foundation for the development as modern industrial areas of the previously neglected regions in the North and West.'

The President said that even more telling evidence of the success of the new policy came from a comparison of the proportion of new factories going to these regions with the proportion living in them of the total working population of Great Britain. Scotland had 9.5 per cent of this population, but in the year ending September 1965 got 15.3 per cent of the new factory space. The North West, with 13.1 per cent, got 16.2 per cent of the factory space; Wales, with 4.3 per cent of the population, got 7.1 per cent of the new factories; and the Northern Region, with 5.6 per cent of the population, got 11.4 per cent of the new space.

At the other end of the scale, he continued, London and South East and the Midlands, the already congested regions, had been getting a much lower proportion of new industry than their share of the population. London and the South East had 25.1 per cent of the population and in the 12 months ending last September got 8.3 per cent of the new factory space. The Midlands, with 10 per cent of the population, got 7.9 per cent of the new space. These results were bound to show themselves before long in higher employment throughout the under-employed regions than would otherwise have occurred, and an easing of congestion in the Midlands and the South East. If present policies were resolutely followed and new instruments forged to support them, there was no reason why the problem of regional unbalance should not be mastered within a reasonably short time.

'That is why the present Government intends to introduce in this Parliamentary Session far-reaching legislation to replace the Local Employment Act and to give the Board of Trade wider powers for steering and stimulating industrial development in areas that need it. New legislation and i.d.c. policy do not of course, however, represent the complete programme for the modernization of the older areas carried out in the past year. Some 55 new advance factories built and owned by the Board of Trade have been launched since November 1964. In addition an area of over 100 acres is being purchased by the Board of Trade in the Merseyside development district, partly to be developed by the Industrial Estates Management Corporation for England as a major industrial estate and partly to provide good sites for firms who wish to carry out their own development. This will be the largest Board of Trade industrial estate on Merseyside, and will, I am confident, make a major contribution to the development of that area and the employment of its unused labour resources. I would like to thank the Corporation of the City of Liverpool most warmly for the valuable help which it has given, and is giving, to the Board of Trade in the preparation of this estate.'

He said that large new areas of the country with a population of over three-quarters of a million people, had been scheduled as development districts under present legislation during the past 12 months. This would enable all existing development district powers, including building of government-owned factories, to be used throughout these areas; and these powers would be specially directed in the coming year to coal-mining districts where pit closures were foreseen. Out of the 55 new advance factories planned, as many as 32 were in coal-mining areas.

Since the Government had also exempted development districts from the postponement of certain public development schemes announced last July, the large new areas (including coal-mining areas) recently scheduled as development districts would also benefit from this exemption. They would thus also enjoy a new priority over the congested areas. 'All this, if resolutely pursued, adds up, I am confident, to a new deal for the once neglected regions of the North and West which could before long make the old days of depression and under-employment no more than a distant memory.'

Six factories in NE plan expansions

THE INDUSTRIAL Estates Corporation for England have announced that four of the Board of Trade factories on the Bede Industrial Estate, Jarrow, are to be substantially extended, and that two factories in South Shields are also to expand. The developments involve a total of 118,000 sq. ft. of new space and should provide 770 additional jobs (half of them for men).

The factories concerned are: Morganite Resistors Ltd. – an extension of 26,300 sq. ft. which will ultimately provide employment for an additional 70 men and 80 women. This is an extension to the third factory built for Morganite since they established on the estate in 1948. The third factory was opened as recently as 1963. Patons & Baldwins Ltd., where negotiations are proceeding for the construction of an extension of 28,500 sq. ft. which will in due course provide jobs for 80 men and 50 women. Insulators Ltd. – a 22,000 sq. ft. extension to meet anticipated requirements for the manufacture of glass fibre components in connection with unit built houses and other developments. The extension should create an additional 140 jobs (70 for men). The Glacier Metal Co. Ltd., where a further extension of 7,500 sq. ft. in addition to the 5,000 sq. ft. extension completed in September 1965, is in planning to increase capacity for the servicing of bearings. It is anticipated that the new extension will give work to an additional 50 men.

At South Shields the factories are: Burndept Ltd., a member of the Royston Industries Group and manufacturers of Vidor batteries, where the Industrial Estates Corporation is to build an extension of 22,000 sq. ft. to the 65,000 sq. ft. Board of Trade factory first occupied by the firm in 1951. It is expected to provide jobs for an additional 100 men and 100 women when in full production. S. Newman Ltd. – an extension of 12,000 sq. ft. where jobs for an additional 15 men and 85 women will ultimately accrue. This is the third extension provided for the firm which manufactures clothing since they first occupied a 13,700 sq. ft. unit in 1954.

Mr. S. A. Sadler Forster, chairman of the IEC, commenting on the announcement said 'These developments are most encouraging and reflect great credit on the managements and work people of these progressive firms. The expansion of well-established firms on the Government's Industrial Estates is creating a significantly large proportion of the new jobs in the North-east.'

Vacant government factories in England

THE INDUSTRIAL Estates Management Corporation for England announce details of two factories which have become available for leasing at attractive rentals on the 700 acres Team Valley Trading Estate, three miles south of Newcastle-upon-Tyne.

Immediately available:

A steel framed brick built unit of 5,288 sq. ft. including office space of 522 sq. ft.; clear headroom in the production area of 24 ft. 4in. The building is equipped with cranage.

A steel framed and brick built unit of 6,381 sq. ft. including office space of 500 sq. ft.; clear headroom in the production area of 11 ft. 9 in.

The foregoing are located adjacent to each other and may be let separately or as one unit.

The Corporation has under construction 'Advance' factories of 25,000 sq. ft. at the following places: Barrow-in-Furness; Cleator Moor, Cumberland; Crook, Co. Durham; Houghton le Spring, Co. Durham; Falmouth, Cornwall.

They have single storey production areas of 21,000 sq. ft. with clear working height of 17 ft.-18 ft. 6 in. Roofs are of steel decking with lantern lights and ventilators over. Allowance is made for the support of two 10 ton cranes. The single storey office blocks have an area of 2,500 sq. ft. Ancillary buildings, including boiler and transformer houses, store, time office, male and female toilets, switch, first-aid, rest, clock and tea rooms have a total area of 3,180 sq. ft. Heating is supplied by LP hot water through unit heaters and convectors. Services into factories – electricity 200 kVA, gas 1,500 cu. ft. per hour, water 8,000 gallons per day.

A 10,000 sq. ft. 'Advance' factory is under construction at Maryport, Cumberland.

It has a single storey production area of 8,000 sq. ft. The roof is of patent metal decking with continuous roof lights. The office and ancilliary area has, at ground floor, an area of 2,000 sq. ft. and a further area of 2,000 sq. ft. suitable for storage or additional offices at first-floor level. Clear height of 14 ft. 6 in. to 17 ft. 0 in. is allowed over the production area. Space heating is provided by oil-fired warm-air heaters. Services into factory – electricity 100 kVA, gas 1,000 cu. ft. per hour, water 3,000 gallons per day.

A new programme of 'Advance' factories announced in September 1965 will commence shortly.

'Advance' factories are located in 'Development Districts' and are designed to meet the requirements of all types of medium and light industry. They may be leased for 21 years or purchased on a freehold or leasehold basis depending on siting, and are eligible for 25 per cent building grant if purchased prior to completion. Land is allowed for at least 100 per cent future expansion. Machinery grants, 'depreciation holiday', and BOTAC loans and grants are available. Ministry of Labour grants for training may also be obtained.

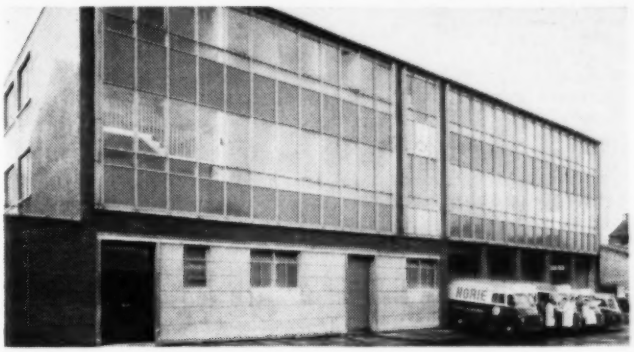
Inquiries should be addressed to: The Secretary, The Industrial Estates Management Corporation for England, Team Valley Estate, Gateshead 11, Co. Durham (Tel. Low Fell 876071), or any regional office of the Board of Trade.

NI factory will employ 160 when in production

MATBRO LTD., of Horley, Surrey, and Frome, Somerset, manufacturers of forklift trucks, tractor shovels and agricultural tractors, are installing plant in a 52,000 sq. ft., Northern Ireland Government advance factory at Dunmurry, near Belfast 'to make all the components for our handling machines except the engines and wheels', Mr. Leonard Mathew, chairman of the firm announced on November 18. The company expects to employ 160 workers, to be in full production by the new year and to double production after two years.

Matbro mechanical equipment is exported to many parts of the world, including all parts of the British Commonwealth, Spain, Portugal, north and South Africa and the Far East. They also build mechanical handling machines for US manufacturers, including Caterpillar, Allis-Chalmers and International Harvester.

Components to be made at the Dunmurry factory include hydraulic equipment, controls, gearboxes, steering and stub axles and kingpins.



Norie Ltd.'s new Glasgow food factory was officially opened on November 17, by Mrs. J. G. Davidson, wife of the managing director. The 31,000 sq. ft. completely air-conditioned factory incorporates all the latest developments in food hygiene, production and quality control. Adjoining Norie's present factory in the city's Armour Street, it will permit considerable production expansion.

The footwear industry, mergers and amalgamations

SPEAKING AT THE luncheon of the British Footwear Manufacturers' Federation in London on November 18, Mr. Douglas Jay, President of the Board of Trade, referring to the 'controversial subject of mergers and amalgamations', said that over some sections of industry there was a need for bigger units with greater resources, for more concentration, and for the economies of large-scale operation. 'But there is also a compelling argument in British industry for the spur of competition, and for the suppression of restrictive practices, not just for the sake of the consumer, but also of the competitive efficiency of our exports and the modernization of our whole economy.'

Continuing, the President said: 'Since the new legislation was introduced my department has accordingly been carefully scrutinizing mergers as they arise – and there have been quite a few. If a merger is within the scope of the legislation, the Board of Trade first has to decide whether there is a *prima facie* case for referring it to the now enlarged and enlivened Monopolies Commission. In deciding this we have to make up our minds for instance, whether the merger is of any real significance to the national economy. If so, we next have to judge whether there is any real risk that it would be damaging.'

He said that over the past nine months the Board of Trade had examined about 40 mergers, or proposed mergers, in this context. They decided that there was a case for investigation in only two cases. In one of these cases the proposed merger was not pursued; and so in total, so far, 'we have asked for an investigation in one case only. I do not think, therefore, it can be argued that we have made an excessive or reckless use of the powers of the new Act.

'Our short experience to date seems to suggest that, while some mergers may be beneficial, and some damaging, to the public interest, the great majority are probably neutral. I hope that this will put into perspective the part which the Monopolies and Mergers Act is playing in the Government's general policy and correct the superficial view that there is some inconsistency in encouraging a merger in one case and discouraging it in another.'

The President said that Parliament and the Government had embarked on a wholly new experiment in this country in exerting some last-resort control over mergers; and experience would show in due time how best this should be done, and how successful it was likely to be. But he was sure that, if it was to succeed, it must be carried out with the understanding and co-operation of the business and industrial world.

D.E.A. November Progress report

THE NOVEMBER issue of the Department of Economic Affairs Progress Report which was published on November 18 includes articles on Britain's trade with the Commonwealth, Unemployment and vacancies and Mechanical engineering. Copies are available from Circulation Section (H), Central Office of Information, Hercules Road, London, S.E.1.

Mr. Brown addresses chemical industry conference

SPEAKING at the chemical industry conference in London on November 15, Mr. George Brown, First Secretary of State, and Secretary of State for Economic Affairs, said that the balance of payments record of the chemical industry this year had been disappointing. Imports of chemicals over the first nine months were about 12 per cent up on last year, while exports had gone up by only 6 per cent on last year's figures. Imports of chemicals were bound to continue on a large scale because factors of scale and rationalization influenced the manufacture nationally of individual products. Nonetheless, there was scope for producing competitively in this country more of the chemical products at present imported. 'I have been impressed by the Economic Development Committee's conclusion that we could reduce the industry's import bill by some £30 million a year in this way and I hope very much that the industry associations are following this up.

'Similarly with exports', added the First Secretary, 'The targets set out in the National Plan may look ambitious but we feel they are realistic. But when one month's figures, like October's, underline a continuing favourable trend then they give additional reason to believe that we can make the targets we set ourselves in the time we have set. Since the middle of the year, exports have risen substantially – 2½ per cent higher than the first six months of 1965. And the comparison with last year is good, too. In the first ten months of this year the value of exports was 6½ per cent up on the rate for the same period of 1964. I am sure, however, that there must still be firms who have not yet fully examined the opportunities of export to overseas markets. It is still true that far too great a proportion of our exports are made by far too few firms. The Government has done a great deal this year to help and encourage the British exporter and will gladly do what more lies within its power in the future'.

Marking of gas oil and certain light oils

THE COMMISSIONERS of Customs and Excise have made the Hydrocarbon Oil Duties (Rebates and Reliefs) (Amendment) Regulations, 1965. These Regulations reduce from 9 lb. to 4 lb. the minimum amount of one of the statutory markers (furfuraldehyde), which must, as a condition of grant of rebate of hydrocarbon oil duty, be added to every 100,000 gallons of gas oil intended for use otherwise than as road fuel, and to every 100,000 gallons of light oil which is to be burnt as furnace fuel by approved users.

The Regulations came into force on November 17 and have been published as Statutory Instruments 1965, No. 1934. They may be obtained from HM Stationery Office or any bookseller.

Note:

Gas oil (diesel oil) used as road fuel is chargeable with hydrocarbon oil duty at the rate of 3s. 3d. a gallon, as are most light hydrocarbon oils (e.g. petrol). Gas oil used for other purposes, e.g. as fuel for stationary engines or for heating, and light oils used in approved furnaces are, however, eligible for a rebate of 3s. 1d. a gallon, and thus effectively bear 2d. a gallon only. It is an offence to use these rebated oils in road vehicles and, with a view to preventing such misuse, the law requires that certain chemical markers should be added before they are delivered by the oil company. The amendment now being made reduces the required proportion of one of the chemical markers which is required to be added.

Imports of butter for period December 1, 1965—March 31, 1966

THE BOARD OF TRADE announced in Notice to Importers No. 1125 dated November 20 that importers of butter from Denmark should now apply for licences to cover their expected imports from December 1, 1965, to March 31, 1966. Applications should be made on form ILB/A, and be sent to the Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. Page 1 should be completed; on page 2, the estimated need should be shown in cwts. but no other question need be answered; on page 3 and copies, only the applicant's name and address, the description of goods (natural butter) and the country of origin and consignment (Denmark) should be entered.

Notes:

Importers who enter butter through more than one port should complete sufficient additional copies of the application form, indicating the separate needs in each case.

Holders of licences to import butter from other countries who wish to have the validity of their licences extended should forward them to the Board of Trade for amendment.

Exclusion of Southern Rhodesia from Commonwealth preference area

THE BOARD OF TRADE announced on November 17 that an Order had been made which excludes Southern Rhodesia from the Commonwealth Preference Area, so that goods of Southern Rhodesia and goods of a part of the Commonwealth preference area which are consigned from Southern Rhodesia, no longer qualify for Commonwealth preference on importation into the United Kingdom and are liable to duty at the full rate.

A further Order has been made which provides that goods shipped from Lourenco Marques and Beira or any port in the Commonwealth preference area before November 19, are eligible for admission to Commonwealth preference.

HM Customs and Excise will now accept claims for admission to preference under the terms of the amending Order for any goods shipped from these ports before November 19 including retrospective claims for goods which were entered on or after November 19 at full rates of duty. Evidence of the date of shipment should be furnished together with the normal evidence of entitlement to Commonwealth preference.

The Southern Rhodesia (Withdrawal of Commonwealth Preference) Order 1965 has been published as Statutory Instrument 1965, No. 1954, and the Southern Rhodesia (Withdrawal of Commonwealth Preference) (No. 2) Order as Statutory Instrument 1967 and copies will be obtainable from HM Stationery Office, Kingsway, London, W.C.2, price 3d. (by post 6d. from HMSO, PO Box 569, London, S.E.1).

Control of passengers' shotguns for Southern Rhodesia

THE BOARD OF TRADE announce that until further notice the concession under which a passenger leaving the United Kingdom may take out one or two shotguns and up to 1,000 cartridges as part of his personal effects, without an export licence, will not be allowed in the case of passengers destined for Southern Rhodesia.

Note: Firearms, other than shotguns, are not allowed to be taken out by passengers to any destination unless they are covered by a valid firearm certificate or an export licence.

Re-exports to Southern Rhodesia

THE BOARD OF TRADE have issued Notice to Importers No. 112[illegible] dated November 24.

Notice to Importers No. 1100 – Summary of Import Licensing Regulations – paragraph 14 (c) covers the import and export licensing position for goods imported for repair and re-export. It explains that on re-export in cases where the production of an export licence would be necessary, exports will be allowed, except in the case of aircraft, without licence provided that the article is being re-exported to the country from which it was imported, and that the Officer of Customs and Excise is satisfied as to the identity of the article exported with that imported under the concession. In view of the present circumstances this waiver of the export licensing requirement is now withdrawn in respect of re-exports to Southern Rhodesia.

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty as from December 31 on the following items which are at present temporarily exempt from import duty.

Tariff heading	Description	Reference
29.01	2-Phenylpropene	8958
29.15	Adipic acid	2261

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures of United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which regular statistical articles were last published appears each year at the end of the JOURNAL. (*See page* 1316 *of this issue.*)

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Mr. John F. Threlfall (centre), who led the recent 25-man trade mission of the Ship and Boat Builders' National Federation to the United States (see November 5 issue, page 1079) with Mr. Steve Walters (second left), the manager of the Port Holiday Marina in Galveston, Texas. Other members of the delegation in the photograph are: at left, with back to camera, Ralph Moore (R. Moore and Sons (Wroxham) Ltd.), second from right, Mr. Derrick Skinner (Secretary of the SBBNF) and extreme right, Mr. Michae. Henderson of Cowes, a yacht designer who also manufactures bilge pumps and other fittings.

Carriage of Dangerous Goods in Ships

THE BOARD OF TRADE Marine Safety Branch have prepared an Amendment to 'The Carriage of Dangerous Goods and Explosives in Ships' – the Blue Book. The Amendment was published on November 17, 1965, by H.M. Stationery Office, as Amendment List No. 8 to 'The Carriage of Dangerous Goods and Explosives in Ships.'

It recommends the use of the new United Nations diamond shaped labels, of which there are eight, each with a distinctive symbol suggesting the hazard involved. It also includes a new index indicating new classifications, and some new provisions for inflammable liquids.

Copies of Amendment List No. 8 may be obtained from H.M. Stationery Office, Kingsway, London, W.C.2, and branches, or through any bookseller, price 8s. 6d. (by post from H.M. Stationery Office, P.O. Box 569, London, S.E.1, price 9s. 0d.).

Supplement No. 4 to the 'Rules for the Packing, Stowage and Labelling of Explosives for Carriage by Sea,' which reproduces Section I of 'The Carriage of Dangerous Goods and Explosives in Ships,' was also published on November 17, 1965, and may be obtained from H.M. Stationery Office, Kingsway, London, W.C.2, and branches, or through any bookseller, price 3s. 6d. (by post from H.M. Stationery Office, P.O. Box 569, London, S.E.1, price 3s. 11d.).

National Ports Council announce research studies

THE NATIONAL PORTS COUNCIL announced on November 18 the following research studies in progress or contemplated, the information from which allied with (i) regular statistics of traffic on a truly comparable basis, passing inwards and outwards through each port, (ii) statistics of the imports and exports of each port analysed according to the countries to or from which the goods are consigned, and (iii) information about the geographical pattern of inland traffic flows, will further assist the Council in their planning and organizational functions.

In addition a detailed review of the capital expenditure involved in the schemes put forward in the Council's Interim Plan for Port Development which was published in July 1965 is in hand.

Operational Research

The Council have commissioned the Operational Research Department of the University of Lancaster to undertake a study of the port and its associated systems, and work is already under way initially at the ports of London and Liverpool. The aims of the study are both to identify the means of optimizing existing facilities in the short term and also to reveal areas for future improvement. Amongst the specific factors which will be considered in the course of the study are the organization and operating practices for the receipt and despatch of goods, the interaction of port facilities with sea and land transport, berth utilization and allocation, customs facilities and ship design in relation to cargo handling.

This national study is being carried out in close consultation with port authorities and will be co-ordinated with major studies which the British Transport Docks Board have initiated and the Port of London Authority are undertaking in the context of their own ports' planning, organization and trade.

The Chamber of Shipping, the British Shippers' Council, the National Association of Port Employers, and the Transport and General Workers' Union have agreed to co-operate.

Unitization

The Council have commissioned the Operational Research Department of the University of Lancaster also to undertake a study into unitization. The object of the study is to determine the scope for roll-on/roll-off services, pallets, containers and other types of unit handling, replacing present break-bulk systems. The study will also consider how unit transport systems can be promoted and the size and location of inland container depôts.

Interaction of port and ship design

The Council consider that while much research has been undertaken in this area it is desirable to develop the closest possible co-ordination of such future research throughout the port transport industry. Accordingly the Council are holding discussions with the British Ship-Research Association, the Chamber of Shipping and the Dock and Harbour Authorities' Association.

Local clearing depots

The Council are co-ordinating research at certain ports into the possibility of siting depôts away from the quayside to reduce possible congestion. The Port of London Authority and the Mersey Docks and Harbour Board are now pursuing their examination of this concept.

Robert Hough

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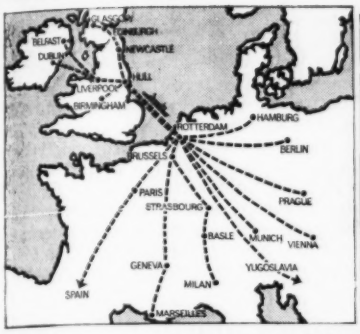

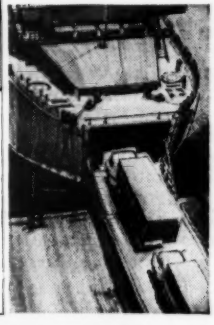

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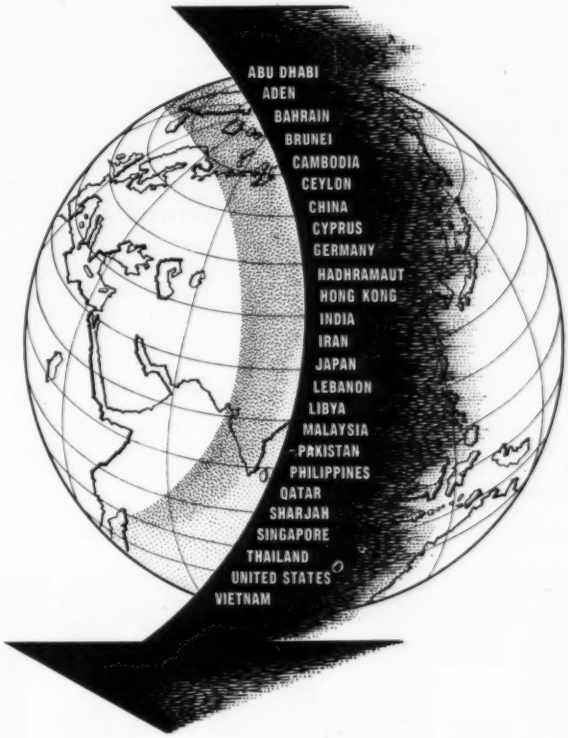

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Fourpenny regional stamps in the new year

THE GENERAL Post Office announce that new 4d. postage stamps for Wales and Monmouthshire, Scotland, Northern Ireland, Guernsey, Jersey and the Isle of Man will be issued early in the New Year. Details are to be announced later.

The present stamps in the regional series are: Wales and Monmouthshire, Scotland, Northern Ireland, 3d., 6d., 1s. 3d. Guernsey, Jersey, Isle of Man, 2½d., 3d.

ITU stamps

Special philatelic posting boxes were provided at three London offices and at 61 provincial head post offices on November 15 – the first day of issue for the International Telecommunication Union Centenary commemorative stamps. Two stamps are being issued – 9d. and 1s. 6d. The 9d. stamp has a design symbolic of world telecommunications stations. The 1s. 6d. stamp's design represents a radio or sound wave emanating from a source and a representation of a switchboard. Both are printed in pink, blue, red, black and violet.

Town Centre Properties Limited

THE BOARD OF TRADE in pursuance of the powers conferred on them by Section 165(b) of the Companies Act 1948, have appointed Mr. Michael Mortimer Wheeler, QC, of 9 Old Square, Lincoln's Inn, London, W.C.2, to act as Inspector with Mr. Charles Edgar Matthewes Hardie, CBE, FCA, to investigate the affairs of Town Centre Properties Limited.

Star Explorations Limited

THE BOARD OF TRADE in pursuance of the powers conferred on them by Section 165 (a) (i) of the Companies Act 1948, have appointed Mr. Michael Mortimer Wheeler, QC, of 9 Old Square, Lincoln's Inn, London, W.C.2, and Mr. Charles Edgar Matthewes Hardie, CBE, FCA, of Gillett House, 55 Basinghall Street, London, E.C.2, to act as Inspectors to investigate the affairs of Star Explorations Limited.

2,000 entries for carpet design competition

MORE THAN 2,000 entries from 37 countries were received for the second international competition for carpet designs organized with the approval of the Society of Industrial Artists and the Council of Industrial Design, and commended by the British National Export Council. Entries came from Australia, New Zealand, South Africa, the United States, Canada, Mexico, India, Japan, Uruguay, British Guiana, Barbados, the Scandinavian countries, Europe, Hungary, Czechoslovakia, Israel and Egypt. Judging took place on November 18.

The winning designs will be made up into carpets and exhibited first at the International Carpet, Linoleum and Floor Coverings Fair at Earls Court in February 1966 and subsequently at other international centres. Prize-winning designs in the first competition held in 1962 are still selling both at home and overseas.

BNEC Asia committee appoint deputy chairman

MR. MICHAEL MONTAGUE, chairman and managing director of the Valor Co. Ltd., has been appointed deputy chairman of the British National Export Council's Committee for Exports to Asia.

New address for British Chamber of Commerce for Belgium and Luxembourg

THE OFFICES of the British Chamber of Commerce for Belgium and Luxembourg (Inc.) have been transferred to: 20 Rue Belliard, Brussels, 4. (Tel. 13.28.98).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

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Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

TUESDAY, NOVEMBER 16

Import Surcharge

A member asked what was the total value of all goods imported into the United Kingdom subject to the import surcharge in the year ended October 31, 1965, and in the year ended October 31, 1964; what was the total value of all goods imported into the United Kingdom not subject to the import surcharge in each of those two years; and, in each case, what was the percentage change from year to year.

The Minister of State replied that detailed import figures were not yet available for October 1965. Figures covering the 11 months ending September 30 were as follows:

UNITED KINGDOM IMPORTS

		Goods liable to the Temporary Charge on Imports*		Goods not liable to the Temporary Charge on Imports*	
		Value (£ million)	Percentage change from a year earlier	Value (£ million)	Percentage change from a year earlier
November and December	1963	228	—	633	—
	1964	260	+13·9	697	+10·1
January to September	1964	1,254	—	2,987	—
	1965	1,239	—1·2	3,045	+1·9
November 1963 to September 1964		1,483	—	3,620	—
November 1964 to September 1965		1,499	+1·1	3,742	+3·4

* The figures given are not exact but represent a close approximation to the two categories.

Mining industry in West Durham

Asked if, in view of the continued contraction of the mining industry in West Durham, attention would be drawn to vacant sites in the area, Mr. George Darling, Minister of State, Board of Trade, said that officials would continue to draw the attention of industrialists to suitable sites in West Durham. The advance factory at Crook, announced a year ago, should be ready for occupation shortly, and every effort was being made to find a suitable tenant. It was too soon to add to the advance factory programme announced in September, but when the position was reviewed the claims of West Durham would be considered together with those of other development districts.

Industrial development in King's Lynn area

Asked what area of land had been required by new firms in the King's Lynn area, per man employed, for industrial development certificates granted, from January 1, 1964, to date; and what extra acreage would be needed on a similar basis to provide jobs for the expected population increase, the Minister of State replied that applications for industrial development certificates specified the floor space to be covered by the buildings, and the numbers to be employed; they did not specify the total area of the site, and since this information was not required for the purpose of determining applications, it was not collected by the Board of Trade. It was the responsibility of the Local Planning Authority to assess the amount of land required for industrial development having regard to the long-term needs of the King's Lynn Area.

Exports of footwear

Asked whether he was aware that, although there had been increases in both the value and volume of exports of footwear to the European Free Trade Association and the European Economic Community countries taken as a group in the first seven months of 1965 compared with the first seven months of 1964, British exports to Belgium and Italy had declined; and what was the reason for this, the Minister of State said: 'The general increase in our footwear exports to EFTA and EEC countries reflects great credit on the British industry. I know of no special reason why Belgium and Italy should, I hope temporarily, show a different trend, though some fluctuation in exports to particular markets must be expected.'

THURSDAY, NOVEMBER 18

Company legislation

Asked if he would introduce legislation to make directors of companies personally responsible for their companies' debts and liabilities in cases where incompetence or culpability could be proved, the President replied that under Section 332 of the Companies Act, in certain circumstances the court may make a director of a company who was knowingly party to its fraudulent trading, personally responsible for its debts. The proposals which he would be making this Session for new companies legislation would not extend to amendment of Section 332.

Textile imports from Hong Kong

In reply to a questioner who asked if he would give an assurance that there would be no further erosion of Hong Kong's position regarding the import of textiles into the United Kingdom, the President said that the proposals which he had put to the exporting countries for the control of imports into the United Kingdom from 1966 to 1970 did not involve subjecting Hong Kong to any reduction in her present quota. We would maintain close contact with the Hong Kong Government during the international discussions on these proposals. Replying to a further question as to why he had refused to carry over Hong Kong's unused textile quota for 1965 into 1966, he said: 'The present restraint arrangement terminates at the end of the year, and it was not possible to provide for the carry-over of any unused quotas for Hong Kong or any other country into the new arrangements which we have proposed.'

Dame Patricia Hornsby-Smith at the opening of the new British Government Trade Office in Dallas, which has been established to develop British exports to the area and to assist both American and British businessmen to this end. See Board of Trade Journal, *October 29, page 1012.*

EFTA and import surcharge

Replying to a question as to what representations he had received from member nations of the European Free Trade Association on the question of the import surcharge, the President said: 'The import charge has been the subject of consultation in EFTA on a number of occasions. At the EFTA Ministerial meeting in Copenhagen on October 28 and 29, other EFTA countries argued that the removal of the import charge should receive the highest priority. The Foreign Secretary and I reaffirmed the asurances given earlier by the British Government that the charge would be reduced and removed as soon as the balance of payments situation permitted.'

Radio set operating on 27 m/c

The President was asked if he would seek powers to prohibit the import of walkie-talkie sets operating in the 27 megacycles band, which it was illegal to use in this country because no licence to use them could be obtained, thereby preventing fraud on the public by the sale to them of useless articles; and if he would make a statement. In reply, Mr. Darling said no. The Board of Trade could not, because of the practical difficulties involved, use their powers to control imports of goods which might in certain circumstances prove useless to the purchaser. Legislation to control imports of the walkie-talkie sets in question would be a matter for the Postmaster General

Exchange Telegraph services

The President in reply to a question as to whether he had completed his further inquiries about the closure of the Exchange Telegraph's home and parliamentary news services and what conclusion he has reached, said: 'I have made careful inquiries, as a result of which it is clear that the closure of these services was unavoidable for economic reasons. I am satisfied that the alternative news-gathering services which are available are adequate to protect the public from any possible detriment.'

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1 A four-week intensive study of American marketing methods at Huntercombe Manor, the College Residential Centre.
2 Immediately afterwards, the Course will fly to New York to start a four-week working tour of major U.S. markets.

The International Marketing Institute of Harvard University, The Committee for Exports to the U.S.A., The British Institute of Management and other leading organizations in the U.K. and the U.S.A. are giving the course their enthusiastic support.

A brochure, 'Your American Market', with full details of the Course, fees, etc., is available from the Course Director, Dennis Gould, Senior Lecturer in Marketing, Slough College, Slough, Bucks. (Telephone Slough 27511)

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The emphasis in this new edition is of course on digesting and integrating into the text the decisions of the Restrictive Practices Court and of the High Court given since the Act of 1956 was passed. The tentative interpretations put forward in the first edition, at that time found prescient and helpful, are now replaced by authoritative judicial statements, and in the new edition passages which have been expanded to deal more fully with topics of current interest include the sections on patent agreements, agreements containing a foreign element, and a very full discussion of the Resale Prices Act, 1964. The work is rounded off with full Appendices.

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New Books

Economic Planning in Europe. United Nations Economic Commission for Europe. (249 pages. 22s. 6d., by post 23s. 9d., from HM Stationery Office and Government bookshops.) A resolution adopted by the United Nations General Assembly in 1961 included a request to the Secretary-General 'to provide studies of planning techniques under various economic and social systems which would be helpful to national and regional institutes of economic development and planning'. The study now published was prepared by the Secretariat of the UN Economic Commission for Europe in response to this request. It constitutes a preliminary, general survey of the more important features of the various planning systems and of the main problems confronting European countries. The main part of the work, after a chapter reviewing the principal objectives of economic policy in the various countries during the post-war period, examines the methods of plan construction and plan implementation in the West and East European countries. The chapter on methods used in the West European countries includes a technical discussion of econometric methods as well as an account, country by country, of the actual use made of economic models and other techniques. The planning methods used in Eastern Europe and the Soviet Union, however, are treated as though they form part of a uniform system. The chapters on plan implementation in the two areas adopt a similar approach. The final chapter deals with economic planning in Yugoslavia, which receives separate treatment because of its unique combination of extensive state and co-operative ownership with a relatively wide use of indirect planning methods. In general, material on the West European countries is up to date to the end of 1963, and on the East European countries and Yugoslavia to the autumn of 1964. The study thus does not take into account the changes which have recently taken place in the planning procedures in some of the countries dealt with, notably the Soviet Union and Yugoslavia. It has been published as Part 2 of the *Economic Survey of Europe in 1962;* Part 1, the annual survey of the European economy for 1962, was published in 1963.

From 1962 to 1965 Escott Reid was a senior official of the World Bank. Before resigning to take up another post he was given the opportunity of expressing his personal views on the possible development of the bank and this has resulted in an essay entitled **The Future of the World Bank.** (71 pages. Available free from the International Bank for Reconstruction and Development, New Zealand House, Haymarket, London, S.W.1.) In it the author traces the achievements, growth and development of the World Bank and its offspring, the International Finance Corporation and the International Development Association. He considers the effect the bank has had on the economies of the developing nations and how this has been achieved through constant consultation, modification of plans and so on, finally indicating possible ways in which the bank might develop in the 1970's. It is the latter part of the essay that is the most interesting, for it is here Mr. Reid develops his thesis that the bank should become more international, the staff recruitment net widened to include underdeveloped countries, the possible situation of the headquarters in Europe, the growth of its investment power and methods of control. Statistics are given of the gross national product, population and bank-IDA loans classified by very poor, poor, middle-income and rich countries.

The Dutch Market. (81 pages. Contimart Ltd., 8 Gate Street, Lincoln's Inn Fields, London, W.C.2. £10.) This study is one in the series of country reports covering Western European markets. The series is designed to meet the needs of exporters of all types of products who are seeking a guide to the characteristics and developments of individual European markets. While each report is complete in itself, the subjects covered and the presentation is standard for all reports in order to facilitate comparisons between one country and another. Analyses and statistics are given of population, the economy, external trade, consumer earnings and expenditure and advertising. The final section gives brief guidance to establishing a business in the Netherlands. Readers of the article on trade with the Netherlands (see *Board of Trade Journal*, November 12, page 1178) may be interested in extending their reading with this volume.

The Offices, Shops and Railway Premises Act 1963; Report by the Minister of Labour for the Year ended 31st December 1964. (56 pages. 4s, by post 4s. 6d., from HM Stationery Office and Government bookshops.) This is the first report on the working of the Act and covers the period of 17 months from the date on which it received the Royal Assent. The Act, which is estimated to cover over eight million employees in nearly one million premises, makes provision for the safety, health and welfare of people working in shops, offices and railway premises. Its requirements relate to cleanliness, overcrowding, temperature, ventilation, lighting, sanitary conveniences, washing facilities, drinking water, seats, safety of machinery, first aid and fire precautions. Enforcement is shared between some 1,700 local authorities and HM Inspectors of Factories and of Mines and Quarries. The report outlines the administrative arrangements which had to be made before the Act could be brought into force; gives an account of the progress of registration of premises and of the beginning of systematic inspection; and summarizes the findings of the enforcement authorities during the first five months of the operation of the Act.

Central Training Council. Report to the Minister. (19 pages. 1s. 6d., by post 1s. 9d., from HM Stationery Office and Government bookshops.) The Central Training Council was set up under the Industrial Training Act 1964 to advise the Minister of Labour on the exercise of his functions under the Act. In their first report they review the progress that has been made in implementing the Act in the 18 months since it became law; examine the activities of the nine industrial training boards that have so far been set up to organize training for particular industries; and comment on some of the general problems that are being encountered. (The first annual reports of five of the industrial training boards were reviewed in the *Board of Trade Journal* for August 13, 1965, on page 345).

Technical Co-operation under the Colombo Plan. Report for 1964-1965 of the Council for Technical Co-operation in South and South-East Asia. (92 pages. Published by HM Stationery Office for the Ministry of Overseas Development. 6s., by post 6s. 6d., from HM Stationery Office and Government bookshops.) This is the Colombo Plan Council's 14th annual report. It covers figures and trends in 1964-5 relating to training, experts supplied to the area and the allocation of money both for these purposes and for the supply of equipment; examples of technical co-operation in economic and social development; training within the region; co-operation with other agencies giving aid to the area; and, briefly, the activities of the Council and Bureau. The wider aspects of the Colombo Plan programmes – overall progress in the economic field, provision of capital aid, etc. – are dealt with by the Consultative Committee in its annual report.

T-group Training: Group Dynamics in Management Education. Edited by Galvin Whitaker (82 pages. Basil Blackwell, 14s.). The Association of Teachers of Management has published as No. 2 in the series of *ATM Occasional Papers* a symposium about a method of teaching and training, which has been developed during the past 20 years on the foundations of the discipline of group dynamics. Group dynamics is the body of knowledge about the psychological forces operative and the behaviours occurring in small groups of people in personal contact – the kinds of groups, indeed, which constitute the fabric of business and professional life. The training group (T-group) is an artificially constituted group with a leader who focuses attention on what is going on within the group and among its members; to behaviour as it is occurring and to its consequences. In this way the students can achieve increased self-insight and self-awareness; a better understanding of the nature, dynamics and workings of groups; and a fuller insight into relationships between people and an improvement in their own competence in this respect. The first article in the symposium introduces the subject and outlines the extent of work based on this method in Europe and the United Kingdom. This is followed by a case-study to illustrate the nature of a T-group. The next four articles are concerned with the evaluation of T-groups, and reflect some of the controversy which such groups stimulate. The last four articles then discuss applications of T-group methods, dealing respectively with the appropriate use of T-groups in organizations; an adaption of the method to teaching about the interaction of organization units or other groups; non-industrial applications of T-group training; and an account of a long-term application within an industrial company. A glossary of terms used is appended.

The Making of Business Contracts, by A. Harding Boulton (178 pages. Sweet & Maxwell, 35s.). There is a growing demand for books clarifying sections of law for people who are neither lawyers nor students of law, as evidenced by this volume intended to guide the businessman through the law of business contracts. The scope of the work covers contracts relating to buying and selling of goods, the construction of buildings, civil engineering works and erection of machinery, the carriage of goods, agencies and distributorships, patent licences and know-how agreements and agreements relating to employment. The author discusses contracts that are specially drafted to meet particular requirements, giving advice on drafting them, and on the standard forms of contract. The practising lawyer may find this work of some value although he will also need more specialized texts such as *Chitty on Contracts*. Specialized books on the separate topics of his work are also important. An example is **Terrell on the Law of Patents** (698 pages. Sweet & Maxwell, £8 8s.) a new 11th edition of which has just been published.

(*Continued on next page*)

OVERSEAS COMMERCIAL POSTS

Over 200 *official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of this issue of the* Board of Trade Journal.

NEW BOOKS, *continued*

An Appraisal of European Advertising Statistics, issued by the International Foundation for Research in the Field of Advertising (53 pages. Incorporated Society of British Advertisers, 45 Hertford Street, London W.1, 51s.). The International Foundation for Research in the Field of Advertising, set up about 18 months ago by the International Union of Advertisers' Associations, has for its chief function the exploration of the economic effects of advertising and the forecasting of future social trends which will affect advertisers. To do this, it is essential that comparable data on which to base forecasts is available for all countries' studies. The present volume, the first in the Foundation's *Occasional* papers, enumerates the available European advertising statistics. These are analyzed by country according to media, and to commodity groups. As well as comparisons on the coverage of various series, suggestions are made of the extent to which these figures are usable by economists. The survey concludes with suggestions of the lines that are desirable for future inquiries to fill the gaps in existing statistical information.

The Situation in the Shipbuilding Industry. Organization for Economic Co-operation and Development. (143 pages. 24s., by post 24s. 8d., from HM Stationery Office and Government bookshops). This is the factual report of a working party set up to study the situation of the industry, to review measures taken by member governments and to assess the effect of these measures on the international market. It is based on information supplied by 17 member countries representing almost the entire shipbuilding output of the OECD area and over 80 per cent of world shipbuilding. The report is in three parts: part 1 Situation and trends; part 2 Assistance, and part 3 Evaluation of assistance, followed by a useful statistical appendix.

The Foreign-exchange Gap of the Developing Countries. by Sidney Weintraub (23 pages. Single copies available free from the Economists' Bookshop, Portugal Street, London, W.C.2) is No. 48 in the series *Essays in International Finance* of the International Finance Section of the Department of Economics of Princeton University. The United Nations Conference on Trade and Development (UNCTAD) was an effort to bring into a coherent whole the piece-meal actions which had been taking place on the inability of the developing countries to improve their economic status relative to the developed countries. Much of the discussion had been centred on the 'foreign-exchange' gap of the developing countries. This paper does not discuss UNCTAD or its continuing organizational machinery, but rather some of the issues which have come to a head at the present time in the thinking of less-developed countries about why their foreign-exchange earnings are impeded seriously by their trading relations with developed countries. The paper first discusses in some depth trade and related foreign-exchange issues as the less-developed countries see them; and secondly, in the light of these issues, sets forth briefly the 'solutions' to these problems which the less-developed countries are suggesting.

Primary Commodities in International Trade, by J. W. F. Rowe (235 pages. Cambridge University Press. 35s. Paperback edition 15s.) For the purpose of this book the author takes 'primary products' to mean foodstuffs and raw materials in the form in which they are first exchanged internationally, and 'international trade' to mean world-wide or trans-ocean trade. Mr. Rowe begins by explaining the basis on which he has selected representative commodities for study, and by giving an account of the structure and organization of their production. The organization of marketing of these commodities is next considered, with chapters on the principal consuming markets, the physical processes of marketing, and the determination and behaviour of prices. Included in this section is a discussion of the economics of private merchanting versus government bulk trading. Part 3 of the book is a historical study of trends and fluctuations in international trade in primary products from 1918 to 1964, in terms of changes in the volume of trade and relative changes in the main sources of supply as well as of price movements. The final 100 pages of the text deal with commodity control schemes, tracing their development through the same period, and also describing the mechanics of commodity control. The recent progress and future prospects of commodity control are discussed in the book's concluding chapter. Mr. Rowe has been known as a writer on commodity control and primary products for well over 30 years. His three *Studies in the Artificial Control of Raw Material Supplies* appeared between 1930 and 1932, and *Markets and Men: a Study of Artificial Control Schemes in some Primary Industries* was published in 1936. More recently he has written *The World's Coffee* (HM Stationery Office, 1963). His present book is intended primarily to serve undergraduate students, but it should also be of use to any reader requiring a clear account of trading in primary products.

Thailand at a Glance, compiled and edited by Manit Varin (52 pages. Available free from the Information Service of Thailand, 28 Princes Gate, London S.W.2), attempts to give a comprehensive though of necessity a superficial

สมควร หากผู้ใดต้องการทราบ
Thailand at a glance
โปรดสอบถามมายังสำนักงาน

picture of modern Thailand. There is a brief synopsis of Thailand's origin and history and some interesting information on her arts and religious customs, but the emphasis is on her economic development over the last 50 years.

The Rules of Competition in the European Economic Community, by R. Graupner. (283 pages. Martinus Nijhoff, POB 269, The Hague; Dutch florins 33.–). Two years ago we discussed on this page the growing body of literature on the provisions of the Treaty of Rome for controlling monopolies and restrictive practices in the European Community (*Board of Trade Journal*, November 29, 1963, page 1212). Mr. Graupner's book is a notable addition to this literature, primarily written for English lawyers and businessmen, in which the subject is treated from a comparative law basis. Particular consideration is given to the cartel laws of the United States, Great Britain, the Federal Republic of Germany, and France; and the work attempts to present a picture of the whole of the legislation on competition in the most important Western industrial states. The first section deals with the substantive law embodied in Articles 85 to 91 of the Rome Treaty, as opposed to the procedural provisions which are discussed at length in some other works. This is followed by a detailed examination of the position of two types of agreement of particular importance to the business world, both inside and outside the member states of the Community: patent licence agreements, and sole distributorship agreements. The last part of the text describes the basic principles and effects of the system of Community law, the novel legal system through which the integration of the economy of the member states is to be furthered, and its relationship with national law. The final 120 pages contain the text of national and Community laws and regulations, and other documents.

Britain and Europe, 1965 (64 pages. Available on request from Hill, Samuel and Co. Ltd., Merchant Bankers, 100 Wood Street, London, E.C.2). The first title in a series of *Occasional Papers*, in which Hill, Samuel will make generally available studies originally produced or commissioned for internal circulation, is a study prepared by Maxwell Stamp Associates Ltd. The terms of reference for the study called for an examination of the effects on British industry and commerce of Britain's joining the Common Market. Three aspects receive special consideration: the consequences of losing Commonwealth preferences; the relative progress of Britain and Europe since the Common Market was created; the relative competitive ability of the United States if Britain does or does not join, particularly whether Europe, including Britain and other EFTA countries, would be able to compete effectively in areas of advanced technology. The study does not arrive at any firm conclusion on British membership of the Common Market, but it may be of interest to businessmen and others as an attempt to set out some of the evidence on which a decision could be based.

Domestic Capital Formation in the United Kingdom 1920-1938 (270 pages. Cambridge University Press, 90s.) is No. 4 in the series *Studies in the National Income and Expenditure of the United Kingdom*, published under the joint auspices of the National Institute of Economic and Social Research and the Department of Applied Economics, University of Cambridge. This volume on domestic capital formation, by C. H. Feinstein, begins with a general discussion of the concepts underlying the estimates of gross and net capital formation and of the capital stock and an outline of the main methods used to derive the estimates. A summary of the main findings is followed by a 'supply-side' estimate based on information in the Censuses of Production and by detailed discussion of the 'ownership' series derived for eight individual sectors. The final chapters contain an overall evaluation of the results and detailed comparisons with previous estimates.

British Glass Industry Directory & Buyers' Guide. 8th edition. (250 pages. Thomas Skinner & Co. (Publishers) Ltd. for the Society of Glass Technology, 50s.). This is the first edition since 1959 of the Society of Glass Technology's directory, which covers the whole range of products of the British glass industry. It comprises alphabetical lists, with full particulars, of firms in the industry and of associations and organizations connected with the industry, and a buyers' guide. The latter has separate sections for glass containers; flat glass; domestic glassware; illuminating glass; industrial and technical glassware; laboratory, medical, surgical and scientific glassware; raw materials for glass melting; and machinery and equipment. There are also a list of proprietary and trade names, and illustrations of trade marks.

Other publications

FACTS ABOUT MAN-MADE FIBRES. 9th edition. 20 pages. British Man-made Fibres Federation. Bridgewater House, 58 Whitworth Street, Manchester 1. Free.

INTERNATIONAL TRADE 1964. The Contracting Parties to the General Agreement on Tariffs and Trade. 186 pages. 14s. 6d., by post 15s. 4d., from HM Stationery Office and Government bookshops.

TRADE DIRECTORY OF THE FEDERAL REPUBLIC OF NIGERIA 1965-66, INCLUDING CLASSIFIED TRADE INDEX. 4th edition. 180 pages. The Diplomatic Press and Publishing Co., 13 Cotswold Gardens, London N.W.2. 40s.

Government surplus sales by auction

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneers
Dec. 2 .	Commercial vehicles including:	Ordnance Disposals Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace (Dept. L), Bank Building, Graham Square, Glasgow, E.1. (Tel.: Bridgeton 2447-9).

Hands 10-ton 4 twin-wheeled trailers; Albion & Scammell diesel trucks; cranes and tractors; Commer, Thames, Austin, Morris and Bedford vans and trucks, Austin 'Champs,' Land Rovers; saloon and estate cars; B.S.A., Matchless, Velocette, Ariel and Bantam motor cycles; hydraulic jacks; MT spares; machine tools; woodworking machines, welding machines and electric drills; electric motors; tyres; batteries; scrap metal; BD clothing; leather jerkins; boots; furniture; hardware and miscellaneous stores; old rags and canvas.

Dec. 9 .	Plant and equipment and technical stores, including:	Technical Stores Sub-Depot, Wem, Shropshire	Hall, Wateridge & Owen (Dept. L), Welsh Bridge, Shrewsbury. (Tel.: Shrewsbury 53151).

24 diesel generator sets; nine industrial forklift trucks; 50 petrol engined power units; KVA and KW generator sets; injector fuel pumps; regulators; gauges; ball bearings; fire control cabin trailers; Lister auto trucks; industrial tractors and trailers; hand tools; 200 semi rotary water pumps; 53 h/o winches; lifting jacks; 50,000 electric lanterns; electronic valves; teleprinters and equipment; 50 wireless reception sets; amplifiers; microphones; hand and desk telephones; 40 theodolites and levels; periscopes; lenses; range finders; sextants; prismatic and marching compasses; drawing instruments; 360 prismatic binoculars; 1,400 watches.

Dec. 14 .	Vehicles and earth moving equipment including: Austin 'Champs'; Land Rovers; saloon cars; Hillman Husky; estate cars; Bedford, Morris trucks; Austin and Morris vans; Ransoms electric trucks; Coles 7 ton bridging cranes; excavator crawlers; earth moving scrapers; vehicles spares, etc.	Ordnance Storage and Disposal Depot, Ruddington, Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel.: Nottingham 54272).
Dec. 16 .	Plant and equipment; 100 pairs binoculars 7 x 50; M.T. and electrical spares; clothing; tyres; tentage; canvas; scrap batteries; scrap leather, etc.	Ordnance Storage & Disposal Depot, Rotherwas, Hereford.	Russell, Baldwin & Bright (Dept. L), 20-21 King Street, Hereford. (Tel.: Hereford 4366).

Catalogues for the sale shown above may be obtained from the relevant auctioneers 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1965	Stores	Location	Auctioneers
Dec. 15 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, R.A.F., Quedgeley .	Bruton Knowles & Co. (AFD 1), Albion Chambers, King Street, Gloucester. (Tel.: Gloucester 21267).

The above sale will include:

Petrol electric generating sets; petrol engines including J.A.P., Coventry Climax, Villiers, etc.; Tangye diesel generating set; Lister generating set; Perkins diesel S5M marine engine; vehicle tyres; portable cranes and ramps; anchors; carpenters, fitters' and tinsmiths' tools; micrometers and verniers, etc.; diving equipment; gymnasium equipment; 'Dandy' brushes and kennel chains; canvas belting (6 in.); wooden engine cases; miscellaneous office and household equipment; wall clocks; carpets, rugs and curtains; white blankets (approx. 10,000); mattress covers, pillows and bolsters, etc.; furniture, including wardrobes, chests of drawers, dining room suites, bureaux, etc., including items in single lots to suit the private buyer. Miscellaneous vehicle, marine and aircraft spares.

Catalogues for the above sale may be obtained within 14 days of the advertised date of the sale on application to the Auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

AIR FORCE DEPARTMENT

Tender Sales

Sale by tender of Perspex Canopies for Hunter Aircraft. Applications for tender forms should be addressed to the Ministry of Defence, AFC 19a (Air), Turnstile House, High Holborn, London, W.C.1.

BY ORDER OF THE SECRETARY OF STATE FOR DEFENCE

Breighton, East Riding of Yorkshire. 8 miles Selby, 6 miles Howden. 354 acres of Freehold Agricultural Land mostly with Vacant Possession including a modern Detached house numerous buildings and land. Suitable for a variety of Industrial, Distribution or Storage purposes and being the major part of the former Breighton Airfield, will be offered for Sale by Auction in eight convenient lots by Richard Pratt & Son on Friday, December 17, 1965, at the George Hotel, Selby, at 2.15 p.m. Vacant possession of all but 22·204 acres on completion.

The buildings include a Modern Detached House having four bedrooms and two reception rooms, etc., with garage standing in over ¼ acre of ground, an excellent steel framed, aluminium clad shed extending to about 12,600 sq. ft. with 2 ton overhead electric travelling crane, brick built workshop, timber mess hall with bar, refrigerator, and Tuvec heaters, and many other useful buildings.

Each Lot is well served with useful concrete roadways, with Vacant Possession on completion.

For Catalogues and permission to view apply to the Auctioneers: R. Pratt & Son, 2 Park Street, Selby. (Tel.: Selby 111).

Wellesbourne Mountford Aerodrome, Wellesbourne, near Warwick. Situated off the Loxley Road on the southern outskirts of the village: 5 miles east from Stratford-upon-Avon, 6½ miles south from Warwick.

Important dispersal and demolition sale of first-class buildings and equipment maintained in excellent condition and briefly including approximately 30 sectional timber buildings from officers', NCO's and married quarters; about 30 Seco officers' quarters; brick buildings for demolition with steel windows and fittings; sanitary fittings; high pressure boilers; large quantity of spun steel piping; paving slabs; three billiard tables and equipment; electric ovens; potato peelers; refrigerators; food mixers and other kitchen equipment, overhead and underground electrical cabling and posts, together with a steel frame BI hangar. (Note—this building is situate at Royal Air Force Station, Little Rissington, Gloucestershire.) John Staite & Sons will sell by auction upon the site on Tuesday, December 14, at 12 noon.

On view Monday, December 13, 1965, from 10.0 a.m. to 4.0 p.m.

Catalogues containing full conditions of sale may be obtained from the auctioneer's offices at 7 Euston Place, Leamington Spa. (Tel. 21466 5 lines).

(*Continued at foot of page* 1275)

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,050	15,373	15,373	9,140	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	114	115	127	123	114	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	133	+177	+ 89	+29	+55
1964	124	128	145	139	123	106	153	121	164	184	152	+482	+332	+44	+47
1964															
1st quarter	123	127	142	136	123	105	146	116	156	178	143	+ 87	+ 79	+ 2	+ 3
2nd quarter	124	128	143	137	122	105	152	121	155	184	155	+164	+126	+ 5	+12
3rd quarter	124	128	146	140	123	106	155	121	169	187	153	+123	+ 77	+ 6	+17
4th quarter	126	130	147	142	125	107	159	128	174	186	156	+108	+ 50	+31	+15
1965															
1st quarter	128	132	151	146	127	108	158	138	162	189	159	+ 56	+ 49	—11	+11
2nd quarter	126	131	152	145	123	107	159	127	164	182	164	+ 85	+ 83	—15	+ 6
3rd quarter		132*				108									
1965															
April	..	131	..	..	..	106	..	..	..	..	..	..	..	..	..
May	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
June	..	130	..	..	..	107	..	..	..	..	..	..	..	..	..
July	..	132*	..	..	..	}	..	..	..	..	..	..	..	..	..
August	..	132*	..	..	..	108	..	..	..	..	..	..	..	..	..
September		131*				}									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices		Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands				1958	1958	series shown in £ millions
Base of index	Dec. 1958	Apr. 1959												
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1960	120	136	110·7	+1·0	104·5	116·0	122·5	336	212	+55	..	121	112	—273
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·2	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	149	136	—412
1964														
1st quarter	141	121	123·2	+1·5	107·9	123·2	146·0	386	182	+25	— 5	146	135	— 78
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	368	230	+48	+33	148	135	—104
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—127
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·6	306	233	+ 5	— 5	143	141	— 27
2nd quarter	166	127*	132·0	+5·2	111·0	129·1	156·0	304	288	+55	+33	152	141	— 52
3rd quarter	166*	117*	132·6	+4·8	110·4*	129·7*	159·9	321	284	— 4	+ 6	153	147	
1965														
April	166	123*	131·6	+5·5	110·9	128·9	155·3	299	274	+25	+14	149	143	..
May	165	123*	132·1	+5·1	111·3	129·2	156·0	305	287	+13	+ 9	157	140	..
June	166	127*	132·4	+4·9	110·7	129·3	157·2	309	302	+15	+13	148	139	..
July	166*	126*	132·4	+4·9	110·5	129·6	159·5	318	296	— 6	+ 3	152	154	..
August	166*	122*	132·7	+4·7	110·2*	129·7*	159·9	324	282	—14	— 9	157	144	..
September	165*	117*	132·8	+4·8	110·4*	129·9*	160·2	321	275	— 7	— 7	149	143	
October			132·9	+4·8	110·7*	129·9*	160·9	309	265	—10	—12	150*	145*	
November								301*	253	—12	—16			

† Not seasonally adjusted. *Provisional.

Index of industrial production for September

THE PROVISIONAL INDEX of production for September 1965, prepared by the Central Statistical Office, is 131 (seasonally adjusted). The index for September gives a further indication that the underlying trend of production has shown little significant change. Seasonal adjustments for the summer months of this year have been particularly difficult because of the changed date of August bank holiday. It is provisionally estimated that the index for the third quarter of 1965 was about a half of one per cent higher than that for the second quarter.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the maior industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries: Food, drink and tobacco: Total	Food	Drink and tobacco	Chemicals and allied industries: Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Engineering and allied industries: Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1960	112·4	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·8	110	107	116	124	122	125	114	121	86	110	105
1962	115·0	95	115·3	112	110	116	129	120	130	115	123	87	112	101
1963	119·0	95	119·0	115	112	121	138	124	140	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	151	135	153	128	137	75	126	121
Unadjusted:														
1964 2nd quarter	130	98	133	121	113	136	155	134	158	132	139	75	137	126
3rd quarter	120	84	122	118	110	131	146	133	148	117	128	73	110	109
4th quarter	134	99	135	123	116	136	154	141	156	134	147	75	128	124
1965 1st quarter	135	98	136	117	111	126	161	140	164	136	147	75	133	132
2nd quarter	132	93	135	123	114	139	159	147	161	134	142	74	139	127
3rd quarter (prov.)	123	81	125	120	114	132			154	122	135	72	113	110
1965 July (prov.)	120	86	121	120	113	133	153	147	153	118	132	73	105	104
Aug. (prov.)	117	70	118	119	111	132	145	128	147	113	123	71	111	101
Sept. (prov.)	133	87	137	122	117	130			161	134	149	73	124	124
Seasonally adjusted:														
1964 2nd quarter	128	95	129	117	111	126	151	134	153	127	136	75	126	122
3rd quarter	128	95	129	120	113	132	152	135	155	127	137	74	123	119
4th quarter	130	95	132	121	113	133	153	140	156	130	141	75	129	121
1965 1st quarter	132	96	133	122	113	137	157	140	160	133	144	74	127	127
2nd quarter	131	92	133	118	113	128	157	146	159	132	141	75	131	125
3rd quarter (prov.)	132	92	134	122	116	133			162	131	144	74	128	119
1965 Apr.	131	92	132	119	113	131	159	150	160	130	138	74	131	125
May	132	93	134	118	112	130	154	147	155	135	146	75	132	125
June	130	89	133	119	113	129	159	141	162	130	138	75	131	124
July (prov.)	132	93	134	124	118	134	160	148	161	132	142	74	132	120
Aug. (prov.)	132	93	135	123	117	133	161	132	165	132	147	74	124	120
Sept. (prov.)	131	91	133	120	114	131			159	130	142	73	127	118
April-June (av.)	131	92	133	118	113	128	157*	146*	159	132	141	75	131	125
July-Sept. (av.) (prov.)	132	92	134	122	116	133	160*	140*	162	131	144	74	128	119

	Manufacturing industries (continued): Metal manufacture: Total	Ferrous	Non-ferrous	Textiles, leather and clothing: Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Bricks, pottery, glass, etc.: Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
Unadjusted:															
1964 2nd quarter	133	133	136	118	116	105	123	151	160	136	129	144	140	137	125
3rd quarter	117	116	121	112	108	93	123	146	153	135	126	127	130	136	109
4th quarter	134	134	136	124	124	105	128	155	159	149	137	144	143	137	154
1965 1st quarter	141	142	141	123	121	109	130	151	157	142	127	146	139	137	171
2nd quarter	139	140	138	119	116	104	126	153	163	137	131	143	143	138	127
3rd quarter (prov.)	121	121	122	115	110	94	127	147	159	129	127	130			117
1965 July (prov.)	114	114	115	108	104	90	119	149	159	133	124	114			111
Aug. (prov.)	114	115	111	106	103	81	114	136	150	114	108	135			110
Sept. (prov.)	136	135	139	130	124	110	147	157	168	140	148	140			129
Seasonally adjusted:															
1964 2nd quarter	129	129	132	117	115	102	124	146	154	134	127	139	134	135	136
3rd quarter	127	127	131	119	117	102	127	151	156	142	125	140	138	136	133
4th quarter	132	131	133	120	117	102	128	153	159	144	130	140	140	137	141
1965 1st quarter	136	136	137	119	118	103	124	152	158	142	136	140	137	139	146
2nd quarter	136	136	135	120	118	104	128	150	159	135	132	142	139	137	139
3rd quarter (prov.)	133	134	131	122	119	102	131	152	162	136	125	142			141
1965 Apr.	135	135	133	118	117	102	123	153	160	140	130	138	140		142
May	136	136	137	122	118	104	130	150	162	130	128	144	139		139
June	133	132	136	120	117	104	128	148	155	135	137	140	138		136
July (prov.)	132	133	131	121	118	98	128	149	161	130	123	143			139
Aug. (prov.)	135	136	131	124	120	104	134	154	165	138	119	142			139
Sept. (prov.)	132	133	132	121	118	105	130	153	161	141	134	142			146
April-June (av.)	136	135	135	120	118	104	128	150	159	135	132	142			139
July-Sept. (av.) (prov.)	133	134	131	122	119	102	131	152	162	136	125	142			141

*Latest available three months (June-August) and previous three months (March-May).

Orders, deliveries, production and exports in the engineering industries in September

THE LATEST figures indicate that production in the engineering and electrical goods industries (Order VI of the Standard Industrial Classification) returned in the third quarter to the high level reached in the first three months of this year. It is provisionally estimated that allowing for seasonal factors production in the three months July to September was 2 per cent higher than in the previous three months.

The first estimates for September for the wider sector including some vehicles in addition to engineering and electrical goods indicate that total net new orders in the three months July to September were 4 per cent higher than in the previous three months. New home orders were 7 per cent higher but were still well below the level reached in the last quarter of 1964; new export orders in the third quarter were much the same as in the previous three months. Deliveries to both home and export markets increased during the quarter; on the home side there was a rise of 2 per cent compared with the second quarter while export deliveries were 7 per cent higher. The high rate of deliveries left export order books at the end of September 3 per cent lower than at the end of June. Home orders on hand rose slightly during the quarter.

Description of the statistics

The volume indices of production and orders on hand in Table 1 below relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotive and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the

Table 1: Engineering and electrical goods (S.I.C. Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			Exports (4)
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	
	1958 = 100			December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	140	143	106
1964	137	133	144	164	164	162	105
1962 1st quarter	121	121	122	124	121	132	101
2nd quarter	125	123	128	123	119	133	107
3rd quarter	125	123	128	122	119	130	94
4th quarter	122	119	126	120	116	129	101
1963 1st quarter	123	120	130	122	120	125	111
2nd quarter	124	120	131	127	125	132	111
3rd quarter	129	123	138	134	133	137	97
4th quarter	128	124	136	141	140	143	107
1964 1st quarter	135	131	143	145	144	146	112
2nd quarter	136	130	143	151	151	150	111
3rd quarter	137	134	143	156	156	156	93
4th quarter	141	138	146	164	164	162	105
1965 1st quarter	144	143	147	170	170	169	106
2nd quarter	141	140	143	167	166	169	115
3rd quarter	144*	..	..	166*	167*	165*	107
1964 October	137	134	143	158	159	159	
November	140	137	145	163	162	165	
December	145	142	150	164	164	162	
1965 January	149	149	151	166	167	166	
February	143	143	144	167	166	169	
March	140	138	145	170	170	169	
April	138	138	138	167	167	168	
May	146	145	149	166	166	167	
June	138	137	141	167	166	169	
July	142*	..	..	167*	167*	167*	
August	147*	..	..	168*	169*	165*	
September	142*	..	..	166*	167*	165*	
Average:							
Latest 3 months	144						
Previous 3 months	141						
Percentage change	+2						

*Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.

statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review, and the seasonal adjustment factors are reassessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the months in Table 2 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against August are the averages of the seasonally adjusted figures for July, August and September.

Table 2: Engineering industries (1) Seasonally adjusted Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	141	143	134
1964	162	152	136	161	153	136	163	151	136
1962 1st quarter	121	120	122	118	117	123	130	131	120
2nd quarter	120	123	125	116	119	124	131	130	127
3rd quarter	118	121	125	115	120	123	129	123	130
4th quarter	117	118	122	112	115	120	128	128	128
1963 1st quarter	118	124	123	115	125	119	123	120	135
2nd quarter	122	137	124	120	133	120	130	148	133
3rd quarter	129	147	128	127	145	126	136	152	135
4th quarter	136	149	130	134	148	128	141	155	135
1964 1st quarter	141	143	134	139	145	134	144	137	135
2nd quarter	148	153	133	147	154	133	150	147	133
3rd quarter	153	149	135	152	147	135	158	155	134
4th quarter	162	164	140	161	164	140	163	163	139
1965 1st quarter	169	153	140	167	152	142	173	153	137
2nd quarter	166	139	142	163	138	142	173	139	142
3rd quarter*	165	145	147	164	147	145	169	140	152
1964 October	156	161	137	155	158	137	160	165	138
November	161	164	140	159	164	140	166	163	140
December	162	167	142	161	165	143	163	170	139
1965 January	165	156	149	163	157	150	170	158	147
February	166	153	140	163	152	142	173	153	136
March	169	141	132	167	142	134	173	141	127
April	166	139	143	163	141	145	173	134	139
May	165	139	145	163	138	146	172	139	144
June	166	144	138	163	146	136	173	136	142
July*	166	146	145	165	149	143	171	136	147
August*	166	145	155	166	147	151	167	140	162
September*	165	..	143	164	..	141	169	..	146
Average:									
Latest 3 months		145	147		147	145		140	152
Previous 3 months		139	142		138	142		139	142
Percentage change		+4	+4		+7	+2		+1	+7

*Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.

GOVERNMENT SALES, *continued from page* 1271.

MINISTRY OF PUBLIC BUILDING AND WORKS

1965	Description of Goods	Location	Auctioneers
Dec. 7	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

Table 3: Engineering industries (1) Unadjusted
Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1963 1st quarter	117	132	126	115	135	122	123	121	139
2nd quarter	123	138	123	121	135	120	128	146	133
3rd quarter	130	140	120	128	137	119	136	146	124
4th quarter	135	145	133	131	139	131	144	159	139
1964 1st quarter	140	146	134	138	150	133	143	134	136
2nd quarter	148	160	138	148	163	138	148	151	138
3rd quarter	154	141	126	153	138	127	158	148	123
4th quarter	161	159	144	158	156	144	168	169	144
1965 1st quarter	167	161	145	165	164	146	172	154	142
2nd quarter	166	140	142	165	141	142	171	138	142
3rd quarter*	166	137	137	165	138	137	169	135	139
1964 January	136	131	125	133	138	124	142	113	130
February	137	149	138	135	150	137	142	145	143
March	140	159	139	138	164	140	143	144	137
April	144	169	134	144	173	131	145	153	142
May	147	156	133	148	162	134	146	140	131
June	148	154	146	148	152	148	148	159	140
July	150	137	121	150	133	121	152	146	121
August	153	135	115	151	127	116	157	156	111
September	154	152	141	153	155	143	158	143	136
1965 January	162	153	139	160	152	139	170	156	139
February	165	166	145	163	169	144	171	159	146
March	167	165	150	165	171	153	172	147	143
April	167	131	132	165	130	131	172	134	136
May	167	150	148	166	156	149	170	133	146
June	166	141	146	165	138	146	171	147	144
July*	167	136	135	165	139	134	169	130	138
August*	167	129	126	167	133	124	168	119	130
September*	166	145	150	165	142	151	169	154	148

*Provisional.
(1) See footnotes (1) and (2) to Table 2.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, November 19, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Look at Life Series 27: *Anything to Declare?*	Br/E 30801	10	November 15	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Movietone News 1901A	Br/E 30410	8	November 19	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1902	Br/E 30411	9	November 19	" "	" "
Pathe News 65-92	Br/E 30490	8	November 19	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 65-93	Br/E 30491	8	November 19	" "	" "
FOREIGN					
Of a Thousand Delights (Vage Stelle Dell 'Orsa)	F 30799	100	November 15	Gala Film Distributors Ltd.	Vides Cinematografica S.A.S., Rome
The Rat	F 30800	82	November 15	E. J. Fancey Productions Ltd.	Phoenix Films Ltd., Athens
Autumn	F 30802	10	November 18	Supreme Film Distributors Ltd.	Ente Nazionale Italiano per il Turismo, Rome
Napoli	F 30803	10	November 18	" "	" "
Calabria	F 30804	10	November 18	" "	" "
The Peach Thief	F 30805	80	November 18	Contemporary Films Ltd.	Film Bulgare, Sofia, Bulgaria.
Boudu (Boudu Saved from Drowning)	F 30806	80	November 18	" "	Compagnie Francaise de Distribution Cinematographique, Paris.
King Rat	F 30807	135	November 19	Columbia Pictures Corporation Ltd.	Coleytown Productions Inc.

BLUE FUNNEL

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Four new cargo liners of the Priam Class will go into service with the Blue Funnel fleet during 1966

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Ship BLUE FUNNEL–*new ships..new schedules..new berths..new horizons*

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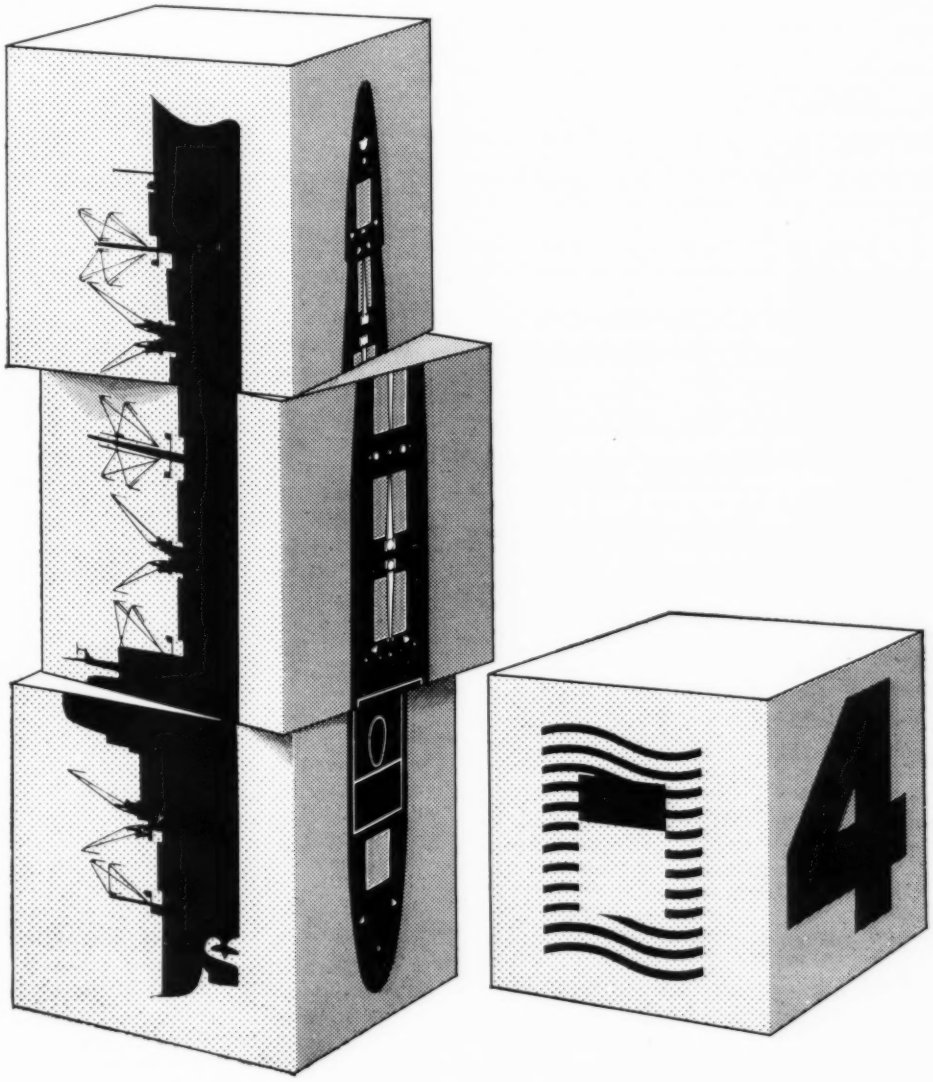

Car and commercial vehicle production in October

MOTOR VEHICLE PRODUCTION in October was only slightly affected by strikes in contrast to the previous three months when output was more seriously affected by disputes, holidays and short-time working. The recorded weekly average rates of output in October which was a four-week statistical period, were 34,337 cars and 9,268 commercial vehicles.

After allowing for seasonal factors, car production in October was a little below the monthly average for 1964 as a whole, but considerably below the level of the fourth quarter of 1964. Production, seasonally adjusted, during the three months ending October was 5 per cent less than in the preceding three months.

Production of commercial vehicles in October, after allowing for seasonal factors, was higher than in the third quarter but had not regained the levels of the first half of this year. During the three months ending October, production on a seasonally adjusted basis was 7 per cent less than in the preceding three months.

Car and commercial vehicle production figures

(Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated vehicles are excluded.)

Recorded production

Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolley-buses	
		Total	Weekly Average	Total	Weekly Average	Total	Weekly Average
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1964 1st quarter	14	518,133	37,010	118,577	8,470	5,057	361
2nd quarter	13	517,758	39,828	117,208	9,016	4,115	317
3rd quarter	13	376,784	28,983	93,086	7,230	3,949	304
4th quarter	13	454,965	34,997	116,484	8,960	5,360	412
1965 1st quarter	13	459,782	35,368	116,314	8,947	4,849	373
2nd quarter	13	488,676	37,590	121,964	9,382	4,625	356
3rd quarter	13	341,571	26,275	90,013	6,924	3,724	286
1964 August	4	122,609	30,652	30,076	7,519	1,301	325
September	5	165,497	33,099	43,350	8,666	1,807	361
October	4	142,512	35,628	37,073	9,268	1,684	421
1965 August	4	99,180	24,795	25,116	6,279	1,241	310
September	5	151,616	30,323	42,285	8,457	1,460	292
October	4	137,349	34,337	35,750	8,938	1,323	331

Production – seasonally adjusted

Monthly averages

Thousands

	Passenger cars	Commercial vehicles
1963	134·0	33·6
1964	155·6	38·7
1964 1st quarter	155·4	38·2
2nd quarter	155·3	38·8
3rd quarter	148·6	37·3
4th quarter	163·3	40·6
1965 1st quarter	143·4	38·9
2nd quarter	146·3	40·6
3rd quarter	133·4	35·0
1965 January	152·7	39·9
February	144·5	39·5
March	132·9	37·4
April	140·8	41·3
May	145·9	41·8
June	152·2	38·7
July	139·2	35·3
August	127·1	33·7
September	134·0	36·0
October	154·4	38·1
Average of:		
May to July	145·7	38·6
August to October	138·5	35·9
Percentage change	—5·0	—6·9

New companies registered in October

BELOW are details of new companies registered in Great Britain during October 1965 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,737	1,737
£1,000 and under £10,000	—	711	711
£10,000 and under £50,000	1	103	104
£50,000 and under £100,000	—	14	14
£100,000 and under £1,000,000	1	6	7
£1,000,000 and above			
Total number	2	2,571	2,573
Total amount of Nominal Capital	'000's £510	'000's £4,438	'000's £4,948

	Companies Registered in Great Britain in 1964-1965			
	1964		1965	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	4,035	9,654	3,127	8,031
February	3,662	29,939	3,281	9,615
March	5,006	16,654	4,721	17,718
April	4,636	10,757	3,636	9,893
May	3,994	9,905	3,306	6,547
June	3,819	11,746	2,673	5,568
July	3,495	15,857	2,553	4,329
August	3,518	10,370	2,276	3,865
September	3,739	11,366	2,468	11,188
October	4,121	11,415	2,573	4,948
November	4,014	8,722		
December	3,778	12,127		
Total	48,718	158,512		

Retail sales in N.Ireland in September

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in September was 6 per cent higher than a year earlier, compared with increases of 6 per cent in August and 8 per cent in July. The third quarter as a whole showed an increase of 6 per cent on the corresponding year earlier period, compared with increases of 7 per cent for the second quarter and 6 per cent for the first quarter.

Food shops and household goods shops showed increases in September of 4 per cent and 6 per cent respectively on a year earlier, while clothing and footwear shops showed an increase of 11 per cent on the previous year.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1963 Year	107	+4	110	+4	106	+6	107	+2	102	+2
1964 Year	114	+6	117	+7	109	+3	112	+5	111	+8
1964 1st quarter	105	+8	114	+7	94	+7	104	+9	96	+11
2nd quarter	109	+3	115	+4	104	Nil	106	+4	103	+5
3rd quarter	113	+8	117	+9	104	+4	114	+5	112	+10
4th quarter	128	+5	123	+6	133	+1	125	+3	133	+8
1965 1st quarter	111	+6	123	+7	97	+2	109	+4	103	+8
2nd quarter	116	+7	122	+6	112	+7	115	+8	111	+7
3rd quarter	120	+6	123	+5	113	+9	121	+7	120	+7
1964 September	116	+9	123	+13	108	+3	112	—4	112	+13
October	115	+6	115	+4	117	+4	115	—2	113	+13
November	122	+4	121	+5	130	—1	134	+6	113	+4
December	146	+6	133	+8	153	+1	127	+6	172	+7
1965 January	106	+5	115	+5	87	—4	110	+3	105	+11
February	116	+10	128	+11	101	+9	125	+6	104	+11
March	111	+4	124	+6	102	+1	92	+5	101	+2
April	108	+4	114	+1	99	+5	108	+9	105	+8
May	123	+6	124	+4	127	+7	128	+11	114	+7
June	118	+7	127	+7	109	+11	110	+5	113	+6
July	116	+8	118	+6	103	+7	119	+11	122	+9
August	121	+6	122	+5	115	+7	126	+3	123	+9
September	122	+6	128	+4	120	+11	118	+6	116	+3

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester House, Belfast. (Tel. Belfast 28271, Ext. 113).

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1.

Monthly at £1 a year, post free:

Internal Combustion Engines for May 1965.
Trailers for June 1965.
Locomotives for August 1965.
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Home Grown Timber for September 1965.
Pottery and Electrical Ware for September 1965.

Quarterly at 7s. 6d. a year, post free:

Contractors' Plant for April-June 1965.

Index of retail prices, October 1965

AT OCTOBER 12 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 113.1, compared with 113.0 at September 14.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of The Patents Act, 1949, the undermentioned Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	October 1, 1965	
980,067	Weber Rehde	Reverberatory loudspeakers.
984,455	Societe des Machines Havas	Franking machine.
813,203	Howard S. Cooke & Co. Ltd.	Electric lamp holder.
849,774	Dunlop Rubber Company Ltd.	Articles consisting of resilient cellular materials.
859,947	Dunlop Rubber Company Ltd.	Cushioned seating components.
885,406	Dunlop Rubber Company Ltd.	Preparation of foams.
931,777	Dunlop Rubber Company Ltd.	Controlling movement between movable objects.
933,572	Dunlop Rubber Company Ltd.	Bed bases.
963,635	Dunlop Rubber Company Ltd.	Tyre building machines.
987,399	Dunlop Rubber Company Ltd.	Recording device.
987,400	Dunlop Rubber Company Ltd.	Stiffness determining device.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement of Patents Form No. 45 within two months after the date of the endorsement.

GORDON GRANT,
Comptroller-General.

Patent Office.

British buying offices of Canadian departmental stores

THE LIST of British buying offices of Canadian departmental stores published in the *Board of Trade Journal* of October 22 (page 948), gave the Export Division of Owen Owen Ltd. as 66 Whitechapel, Liverpool. In fact the Head Office of Owen Owen Ltd. is at 66 Whitechapel, Liverpool 1, and the Export Division is at Kingsway House, 103 Kingsway, London, W.C.2.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Room F57, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146).

Mrs. Elsie Lawson, chairwoman of The Helix (Universal) Co. Ltd., of Stourbridge, Worcs – said to be Britain's biggest manufacturers of geometry sets and scholastic equipment – received the Order of The British Empire at the Buckingham Palace investiture on November 5. She is seen here with her two sons, Mr. Peter Lawson (left), managing director of Helix, and Mr. Mark Lawson. The award was made for Mrs. Lawson's work on behalf of her company's export programme. In the past three years Mrs. Lawson has travelled more than 100,000 miles, her visits ranging from Tokyo to Australia, to the Middle East and South Africa. Helix exports now total more than £300,000 a year, to more than 50 countries.

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E. Alec Colman Investments Ltd.

PRESTIGE BUILDING
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STATION HOUSE
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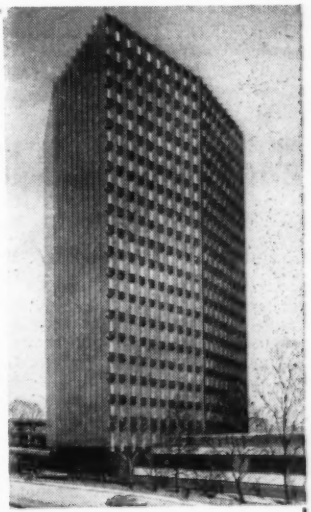
outstanding building of 21 floors

with a total floor area of

sq. **170,000** ft.



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Exhibitions and Fairs

Mr. Roy Mason opens largest UK-assisted store promotion in Europe

MR. ROY MASON, Minister of State, Board of Trade, officially opened the Au Bon Marché store promotion in Brussels on November 22. The Minister of State said: 'As far as we from Britain are concerned, this is the largest store promotion we have ever assisted in Europe; but it is by no means the only time you in Belgium will see us and our products, for example, just a week today we shall be publishing a special supplement to our *Export Services Bulletin* giving detailed reports on certain sections of the Belgian market in which we think that British manufacturers can help to supply your requirements. Some of the selected goods are represented at this store promotion. Then again during the next four months our manufacturers will be exhibiting in this city at the Motor Show and (in conjunction with the Board of Trade) at the International Leather Goods Fair, at the Building Materials and Accessories Exhibition (for the fourth time) and at the Brussels Garden Show. This therefore is not the first time Britain has been on display in Belgium and it will not be the last.'

The Minister of State said that this store promotion enabled both the United Kingdom and its Belgian customers to experience how, by vigorous marketing, the tariff divisions of Europe can be overcome.

'In 1964, the Commonwealth as a whole sold to your country goods worth £273.2 million,' continued the Minister of State. 'The trade between Britain and Belgium in particular is, of course, vast and has grown substantially. In the first nine months of 1965, the total value of trade both ways exceeded £217 million. During 1964 as a whole the trade between our two countries was nearly £275 million, and this represented an increase over three years of more than 40 per cent. Of course, it can be no surprise to anybody that our mutual trade is so good. We are as close neighbours as an island can be to the mainland. We have a long tradition of friendship. We are both major industrial and trading nations, as indeed is borne out by the trade between us. We not only take from each other items in which each country excels – for example, we buy many carpets and pieces of exquisite cut glass from you – but also we exchange such essential components of a modern economy as machinery and chemicals. Moreover our trading structures are closely intermingled. Parts of Belgian manufactures are incorporated in British tractors; cars and tractors are assembled in Belgium from British components, banking and insurance houses have close links. Even British beer is bottled in Belgium to slake the notable Belgian thirst!'

'AU BON MARCHE' AND THE BOARD OF TRADE

This departmental store has been established over 100 years and is regarded as the oldest and largest of its kind in Belgium. The Brussels store occupies 60,000 sq. m. (600,000 sq. ft.) of floor space, and employs 2,500 staff. The Au Bon Marché store promotion in Brussels is a classic example of co-operation between the store management, officials of the Board of Trade and of the British Embassy at Brussels. The first stages of the project began when Mr. Bourgeois, of the Brussels store, visited Britain during the winter of 1964 with a team of Group buying directors to study the sales potential of British merchandise. He returned to Belgium shortly before Christmas, very impressed with what he had seen, particularly in domestic furniture, clothing and giftware. Plans were made to go ahead with a six-weeks British store promotion and in the Spring of this year, Madame de Bal, of Au Bon Marché, called on the Export Promotion and Fairs Branch of the Board of Trade, to see how the Board of Trade could help the store with display material, posters, bunting, models, etc. The Board of Trade were able to supply a substantial amount of such material and put her in touch with several outside bodies for other special display items for window displays. For example, two of her requests were for Formula 1 Grand Prix racing cars and for 'direct Victoriana' (objects directly associated with Queen Victoria). They were also able to supply her with negatives and plans for a one-third scale model of the Eros statue in Piccadilly Circus and a 17-metre replica of Big Ben. In addition it has also been possible to negotiate the participation of two pipers from BAOR for two weeks at the store's expense.

'British Christmas' in Brussels

by HELENA GEFFERS, Conseillere de Mode and Merchandise Adviser, Grands Magasins Au Bon Marché, Brussels

MR. ROY MASON, Minister of State, Board of Trade, has officially opened the first British promotion ever to be held in Belgium by the leading department store group, Grands Magasins au Bon Marché, which is being held, not only in their main store in Brussels, but also throughout their provincial branches, located in Charleroi, Liège, Namur, Antwerp, Bruges, Ostend, La Louvière and Aalst.

My function is to be aware of advance trends long before they become accepted and to keep those for whom I work similarly informed. The correct timing of promotions is the all-important factor of successful merchandising in the business of retailing – thus, over three years ago, we commenced an exhaustive study of the new British image just then emerging and starting to take positive shape.

By autumn 1963, I felt confident that, provided the Board of Trade, the Export Council for Europe and the British Embassy in Brussels would grant adequate support for a British promotion in Belgium, the *commercial* results of the action would justify the amount of time and money necessarily involved on prospection of the merchandise, and consequently I put forward to my Belgian directorate my ideas and suggestions for what has now become a reality – the British promotion – which I had been waiting over 10 years to propose!

As a result of my report to 'au Bon Marché' on the favourable attitude and interest of our Commercial Counsellor in Brussels, following my two initial personal exploratory discussions with him some 18 months ago now, the directorate of Grands Magasins au Bon Marché took a definite decision to hold a British promotion in the autumn/winter 1965/66. The project received the blessing of the Commercial Counsellor and from then onwards, plans proceeded apace.

Working as a team, the entire administration of Grands Magasins au Bon Marché concerned with buying and selling, sales promotion, display, advertising, publicity, Press and public relations has been dedicated to ensure that this British promotion should be an unqualified commercial success. Enthusiasm from the top has infected all those concerned in its projection. Prospection has been deep and thorough; fresh buying resources have been investigated, new collaborations instituted; prices closely studied and, while in most instances these are still too high, it is thought that a certain prestige value coupled with the traditional quality of British goods may overcome price resistance in the initial stages. It is, however, hoped that British manufacturers will seek ways and means to establish more competitive price ranges as a long-term policy, once the door has been opened.

'British Christmas' is the theme for the promotion which will also be extended to include certain Commonwealth countries in the sphere of gift items. Having opened to the public on Saturday, November 20, 1965, the promotion will continue until the end of the year. The wide range of British merchandise includes ready-to-wear for men, women and children; knitwear; fashion accessories gifts and fancy goods; items of haberdashery; furniture; furnishings; carpets; china; household articles; kitchen equipment; antiques and secondhand pieces as well as food and drinks with many branded specialities. Typical British dishes will be available in the restaurant. As the result of a most cordial and interesting collaboration with Simpsons in the Strand who received and trained a member of the personnel of 'au Bon Marché' restaurant in Brussels, 'The Roast Beef of Old England' will be served in typical British Simpsons in the Strand style, chosen from menu cards supplied blank to 'au Bon Marché' from Simpsons – and, to assist in creating the correct old English atmosphere. Simpsons have also supplied photographs and negatives of Simpsons in the Strand Old English Restaurant.

Special thanks for the collaboration are due to the Press and Public Relations Office of the Savoy Hotel, who made the necessary arrangements.

Eighth British textile exhibit at Interstoff

THE TEXTILE Promotion Consultative Committee (TPCC) have, for the eighth time, collaborated with the Board of Trade in organizing a 'joint venture' display at the International Textile Exhibition (INTERSTOFF) at Frankfurt. This event, which is held biannually, has been open from November 23 to 26.

Twenty-five firms have been exhibiting on a group of individual stands, covering a total area of about 4,700 sq. ft. Woollen and worsted lengths dominated the exhibits although cotton, silk, man-made and mixture fabrics were also displayed. Samples supplied by a further 25 British firms, who did not have stands in the exhibition, were shown on the trade information inquiry stand staffed by the TPCC. British textile publications were also seen on the group exhibit.

Several other British companies were known to be taking part independently at this event. Their exhibits include tweeds, man-made and mixture materials.

British exports of woollen and worsted fabrics for the first nine months of this year were worth almost £50 million. Of this over £5 million worth went to West Germany, a rise of nearly 58 per cent over the same period of 1964.

Lyon British Week office address

THE Lyon British Week office address is: British Week Office, 24 rue Childebert, Lyon (2e). Tel. 42 46 49. Telex 33254.

British garden tools display at Stuttgart

A report from the British Consulate-General, Stuttgart

A DISPLAY of British garden tools was opened at the British Consulate-General, Stuttgart, on October 11 by Mr. R. P. Heppel, the Consul-General. The opening of the display was preceded by a reception which was attended by Mr. E. E. Tomkins, HM Minister at Bonn, and his wife, representatives of the hardware trade and members of the press. About 50 guests were present.

In his opening address, the Consul-General, after welcoming the guests, said that it was generally agreed that English gardens were greatly admired in Germany and that gardening as a hobby was now starting to acquire the popularity it had in Great Britain. This accounted for the fact that Britain's export of garden tools to Germany had increased by 41 per cent in 1964 and that the increase was continuing. Mention was also made of the significant increase of the export of British lawn mowers to Germany. About 50 per cent of the total sales of hand lawn mowers are of British make and one manufacturer has increased his exports from 5,000 to 120,000 units in the space of ten years.

After the opening address much interest was expressed in the exhibits and offers were requested for many of the articles on display.

It is intended that the garden tools shall be kept on display at the Consulate-General for several weeks.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

As from November 19 the classified lists of trade fairs and exhibitions are published as a special supplement at four-monthly intervals; amendments and additions will be shown in the first issue of each intervening month.

Section I of the first supplement published on November 19, included overseas trade fairs, British Weeks and store promotions in which the Board of Trade will be supporting participation by British industry, over the next three years. Sections II to IV listed trade fairs and exhibitions in Europe, outside Europe and the United Kingdom.

The amendments and additions to the European list published on September 3, the outside Europe list published on October 1 and the United Kingdom list published on August 6 were therefore not included in this issue.

The Board of Trade Overseas Trade Fairs Directorate, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 3557, Germany; Ext. 2782, Benelux, Italy, Austria, Switzerland; Ext. 2783, France; Ext. 3558, United Kingdom, East Europe, Western Hemisphere; Ext. 2788, Scandinavia and rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Information can also be provided about other events which, owing to space limitation, are not included in the lists.

German Trade Fairs- Worldwide Markets

To see what the world has to offer, to make new and helpful contacts, and to collect new ideas—these are the facts that make a personal visit to the German Trade Fairs worthwhile.

An exemplary organisation provides all the technical facilities required. You examine the wide range of exhibits without being hindered by the general public. At the German Trade Fairs you are exclusively among experts.

You are cordially invited.

German Trade Fairs are worldwide markets for consumer and capital goods. One reason for their great attraction is the fact that they are specialised trade and technical events arranged for experts. At least one fourth of the exhibitors—sometimes as many as 50 per cent and more—come from abroad. Visitors are thus offered a comprehensive review of international supply and the trends of world markets. Equally important aspects are the establishment of personal contacts and the remarkable opportunities available for multilateral business transactions.

Full details from:
Embassy of the Federal Republic of Germany,
23 Belgrave Square, London, SW1.
Telephone: BELgravia 5033.
Ausstellungs- und Messe-Ausschuss der Deutschen Wirtschaft e.V.,
31a Engelbertstrasse, 5 Cologne.
Telephone: 21 90 91/92.

Genoa International Communications Fair

Mr. J. R. Fewlass, manager, Mediterranean Trades, of the Ellerman's Wilson Line Ltd., points out a feature of the company's stand to Mr. J. F. Parr, head of the West European Department of the Confederation of British Industries (left) and Mr. W. T. Pearce, Director of Overseas Trade Fairs, Board of Trade.

ABOUT 30 British firms were represented – either directly or through agents – at the second Inter-National Communications Fair which opened in Genoa, Italy, on October 30. This nine-days event – the fair closed on November 7 – is held biennally and is spread over the ground and basement floors of three of the five principal buildings on the city's exhibition site – land which has been reclaimed from the sea – which can be classed as one of the finest exhibition sites in the world.

Although British participation at the exhibition was small, the firms who had direct representation has arranged some effective stands. They reported many firm inquiries for their products. From November 4 until the closing day there was an International Maritime Conference when papers were read on such subjects which included 'New concepts of maritime transport', 'Free enterprise in shipping', and 'Flag discrimination'. One of the principal papers was given by Lord Simon, chairman of the Port of London Authority.

During the period of the fair more than 150,000 people visited the 350 exhibitors' stands, drawn from 12 nations.

Britain's image in Holland changed by Amsterdam British Week

THE IMAGE of Britain in the Netherlands was completely changed by the British Week held there last May, said Mr. W. Vroom, managing director of Vroom & Dreesmann, Holland's retail store group with over 60 branches in Amsterdam, The Hague and towns throughout the Netherlands, on November 16. Mr. Vroom was paying a private visit to London when he spoke to members of the press at the Export Council for Europe's offices about the after-effects of the British Week during which his store played a large part.

Mr. Vroom considered that the value of the British Week could not be measured in terms of increases in turnover or individual successes although there were examples of these. The true value, Mr. Vroom said, was that the whole image of Britain had been changed. This was no mean achievement. The traditional view of Britain being an old-fashioned country had been shattered. The Dutch now knew that Britain was treating exporting seriously. He attributed much of the success of British Week to Princess Margaret and Lord Snowdon's visit, which he said had set the seal on the most memorable promotion Amsterdam had ever seen.

Mr. Vroom particularly cited British furniture as having achieved sales successes during the Week, and the stock bought for his own store for the Week had been sold out and re-ordered since. Even the most expensive and unusual lines such as four-poster beds were finding favour amongst Dutch buyers. Other categories in which he recorded particular demand were cosmetics, young ready-to-wear fashion, foodstuffs, smokers' requisites and gift-ware.

He criticized the policy of some British manufacturers of only offering their products through single exclusive outlets. Agents should share the blame for this, he said, but it meant that many British goods did not achieve the distribution they deserved. He also reproved British manufacturers who did not keep delivery dates or were not prepared to adapt their products for the market. On quality he had nothing but praise. In fact, in some fields such as textiles the quality was too good. Some clothing had longer wearing properties than the merchandise necessarily demanded.

Mr. Vroom echoed the findings of the Export Council for Europe team which re-visited Amsterdam in July that the door to the Netherlands was wide open for British exporters. The British Week had achieved this. It was up to British manufacturers to take up the opportunities created.

Advantages of British Weeks overseas

SOME FORTY representatives of Chamber of Commerce, trade associations and other bodies in Scotland concerned with overseas trade met in Glasgow on November 9, for a British Week's Presentation. The meeting was chaired by Mr. C. J. A. Whitehouse, Principal Controller, Board of Trade Office for Scotland, supported by Mr. W. J. Haygate, chief executive of the Export Council for Europe, Sir Robert Maclean, a member of the council, Mr. G. D. Mackay of Mackay's Ties Ltd., Glasgow, Mr. G. Baxter of W. A. Baxter and Sons Ltd., Fochabers and officials of the Board of Trade Export Promotion and Fairs Branch.

After a showing of films of the preparations for a British Week and the recent events in Copenhagen and Milan, Mr. Haygate, Mr. Baxter and Mr. Mackay spoke commending the value of British Weeks, and told the meeting how their own companies had benefited from participation.

The still too prevalent idea that all industry need do is make a good product at a competitive price and buyers would come knocking at the door was strongly criticised by Sir Robert Maclean. 'This is childish thinking,' he said. 'Today you must go out and sell by every means you can. British Weeks blend this essential hard sell with culture and a little emotion, and are proving a pretty effective way of launching newcomers to European markets and of consolidating those who are established. I also urge you to make the point to your members that size is unimportant; the cost of participation can be quite modest. Those of us who have participated are quite satisfied that we can commend the Weeks as a good point-of-sale promotional activity – ahead of anything other countries are doing.'

International Chemical and Petroleum Engineering Exhibition

IN the report on the annual dinner of the Council of British Manufacturers of Petroleum Equipment published in the *Journal* of October 22, page 976, the title of the Association's forthcoming exhibition in conjunction with the British Chemical Plant Manufacturers' Association was given as the Chemical and Petroleum Chemical Exhibition. The correct title is the International Chemical and Petroleum Engineering Exhibition.

Food mission from Norway

EIGHT NORWEGIAN GROCERS headed by Mr. Finn Muggerud, owner of four grocery stores and president of the National Association of Retail Grocers of Norway (Oslo Branch) spent from November 8 to 12 in Britain under the auspices of the Export Council for Europe and the British National Export Council in connection with Oslo's British Fortnight next May. They visited large-scale food retailers such as Marks & Spencer Ltd., Sainsbury Ltd., Selfridges and Harrods, food manufacturing plants such as Smedley's, Robertson's jams, and various biscuit firms.

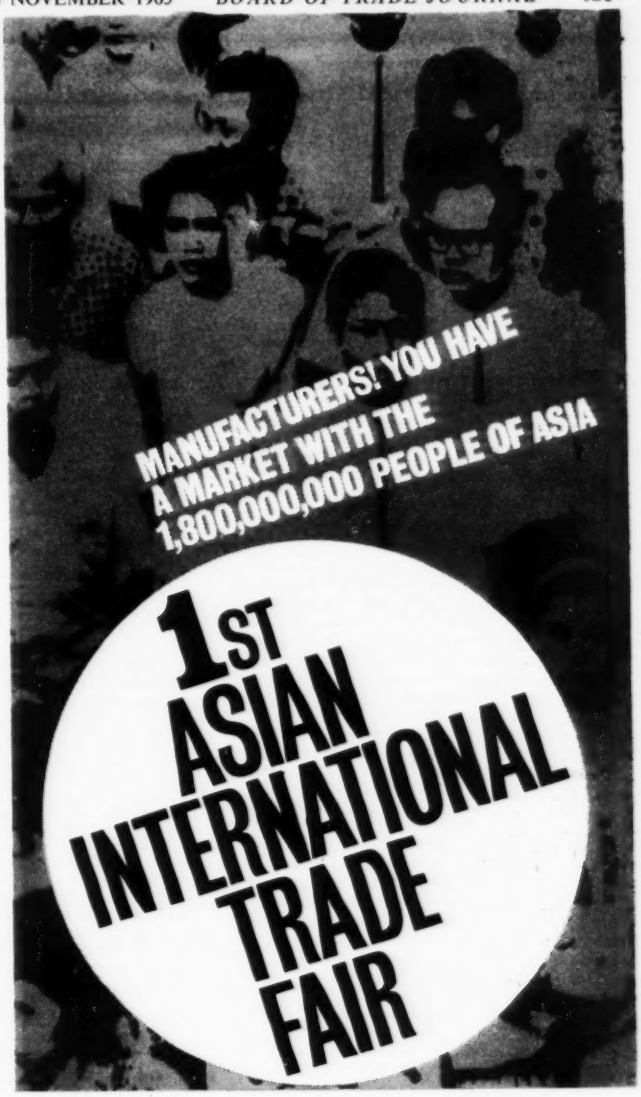
From left to right: Sir Lionel Denny, Lord Mayor of London; Mr. Niall MacDermot, Financial Secretary to the Treasury; and Sir Percy Faulkner, Controller of HM Stationery Office; looking at the exhibition to mark the tercentenary of the London Gazette *(see last week's issue, page* 1236*), after the opening ceremony on November* 16*. The exhibition is at the Mermaid Theatre, London.*

The Basle store, Füglistaller AG held a special Wedgwood fortnight from October 22 *to November* 3*. The exhibition was opened by Mr. C. H. Füglistaller (the owner of the store and great-grandson of the founder, Mr. George Kiefer) in the presence of Mr. A. M. Fluhmann, the British Consul, and Miss Doerr, Vice-Consul. In this picture are seen (left to right): Mr. Fluhmann, Mr. Füglistaller, Mr. Fred de Costobadie, Wedgwood's European manager, and one of two members of the store staff who, dressed in* 18*th Century page-boy costumes, were in daily attendance to welcome visitors.*

INDUSTRIAL FILM CATALOGUE

A new (1964-65) *edition of the Central Office of Information industrial catalogue* Films for Industry *has been published. It contains* 793 *films and* 43 *filmstrips, which are available from Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films,* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

*The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W.*3*. Price* 4*s. post free.*



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Scottish motor show presented the latest in commercial vehicles

THE SCOTTISH Motor Trade Association, who promote the annual Scottish Motor Exhibition in Glasgow's Kelvin Hall, in addition to affording the Scottish public a chance to view all the latest models, have established the Glasgow event as the stage on which the builders of commercial vehicles unveil their latest creations. This year's exhibition was again the only major commercial vehicle show in Britain (November 12 to 20), and had on display 150 models from 25 manufacturers.

Among the commercial vehicles on show making their first public appearance, was the 5-cwt. Commer Imp. Built barely a dozen miles from the exhibition hall at the Linwood factory of Rootes Group, this is the first rear-engined van to come from a British manufacturer and is a version of the Hillman Imp car which is still winning orders at home and abroad. Within eight days of being announced the van had attracted £1¼ million of orders, and on the opening day of the exhibition Rootes announced a single order worth £54,000 from a Scottish user. Another vehicle presented by the firm was a new 135 b.h.p. tractor unit capable of hauling loads of up to 24 tons. Designated the CC15, this has a 12-speed gearbox (including five overdrive speeds) and is claimed to meet all modern requirements for a tough, high-performance, long-distance prime mover. Features include duplicated airline circuits on the footbrake so that failure in one circuit does not mean disaster. The driver still has full braking via the second circuit, and in addition has an air-assisted handbrake operating on all four tractor wheels.

Two other Scottish commercial builders – Albion Motors Ltd. and BMC – were also well represented. The new Albion Super Reiver 19, three-axle truck chassis is powered by the Leyland six-cylinder, 125 b.h.p. diesel, and as standard has an Albion five-speed constant mesh gearbox, though optional fitments include an overdrive with sixth gear, crawler type gearbox and a close-ratio nine-speed splitter gearbox. Dual braking systems and power-assisted steering are also standard. The Albion Viking rear-engined single-deck bus with front entrance is said to be particularly suitable for one-man operation – pay the driver on entry. It has the same power unit as the Super Reiver 19 and a five-speed gearbox. The model at the exhibition was a 40-seat version designed in collaboration with the Scottish Bus Group.

BMC have spent recent months improving their range of 50 distinct commercial vehicles. This total is claimed to be the biggest offered by any manufacturer in the world today, giving a choice of payload capacity from 6 cwt. up to 13 tons. Among these improvements is the fitting of Simms 'Minimec' fuel pumps to some of the vehicles in the 1½- to 4-ton class. This is said to improve both fuel economy and smoothness of operation.

Scammell gave a first public showing to their Trunker II, a three-axled, twin-steer motive unit for operation at 32 tons GVW. Also of interest from Scammell was a 34-ft.-long 'I' beam tandem axle semi-trailer, the longest of a new range of tandem axle units from the Watford firm, available for capacities from 26 to 30 tons GVW.

The Leyland Motor Group, who claim to be the world's largest exporters of heavy duty vehicles, gave pride of place to their new luxurious Ergomatic tilt cab, mounted on the Beaver 14BT.17R. The one-piece windscreen was one of the biggest ever used in a truck cab.

Ford exhibited the 'D' series, which covers payloads from 2 to 8 tons and aims to set new standards in comfort, ease of maintenance, economy and flexibility in mass-produced vehicles. The Transit (12 to 35 cwt.) range is built around the new ultra-short V4 engine of the Corsair. AEC, Bedford, Dennis, Dodge, ERF and Seddon were also well represented on the stands.

An interesting new power unit was the Perkins 170 b.h.p. V8 diesel, the V8.510, which is the most powerful unit ever produced by the Peterborough company. In making this engine Perkins are looking ahead to the trend towards larger vehicles and faster motorway operation. Features claimed for this engine are low fuel consumption, easy starting and ease of maintenance.

Among the wide range of devices for making the commercial operator's life easier were the Load Lugger materials handling system which Telehoist showed for the first time. This is for basic vehicle chassis up to 22 tons gross and consists essentially of a flat-bed platform and hydraulically operated loading boom, pivoted at the rear of the platform. A variety of skips from 1½ to 16 cu. yd. capacity and palletized and other loads up to 11 tons can be handled.

The only private car manufacturer to introduce a new model at the show was Mercedes Benz, who showed for the first time their 250 SE coupe. Almost identical to the 220SE and 300 SE coupe models, the 250 has disc brakes on all four wheels and all the luxury refinements of its saloon sister.

International Furniture Exhibition at Utrecht

A report by the Commercial Department, British Embassy at the Hague

THE 10th biennial exhibition of furniture and furnishing fabrics was held at Utrecht from November 8 to 13. The total of manufacturers and exhibitors participating was 497, of which 33 were British. Twenty-two of the British firms exhibited on joint stands organized by the British Furniture Manufacturers' Association with the support of the Board of Trade. Stand design was by the Central Office of Information.

Furniture and fabrics on display at this exhibition covered a very wide range of taste and design; from heavy traditional styles, through reproduction antique in the styles of Louis XV and English Regency, up to the modern Scandinavian styles of the 1960's. Furniture from most European countries was on display. It was interesting to compare the heavy, rather Victorian style of the Hungarian furniture – in dark woods with ornate inlays – and the almost 17th century-style oak furniture from Spain with the light woods and veneers and the clean cut design of the modern furniture which was much in evidence throughout the exhibition.

The Dutch market represents an amalgam of tastes. The heavy, traditional furniture still sells well, though there is a definite trend towards lighter furniture of a modern design. At the same time, British furniture, especially reproduction antique, has a very strong appeal.

HE, Sir Peter Garran, the British Ambassador, visited the exhibition on the opening day and toured the British stands.

AMBASSADOR AT UTRECHT FAIR

Sir Peter Garran, KCMG, British Ambassador to the Netherlands (centre) tries out an armchair on the Rest Assured stand, watched by Brigadier A. L. W. Newth, Hon. President of the British Furniture Manufacturers' Federated Associations (right) during their tour of the stands of the British Furniture Manufacturers who were exhibiting collectively at the Utrecht Trade Furniture Fair.

British representatives who were interviewed all expressed great admiration for the lay-out and planning of the exhibition halls and stands, the cleanliness of the whole area and the excellent standard of service.

Quite a number of the British firms were exhibiting at Utrecht for the first time and for some of these it was their first experience of exporting to the Netherlands. It was, therefore, encouraging to hear of some good enquiries and orders for their products. Of especial interest was the fact that one firm had sold no less than three complete dining-room suites in reproduction Regency style, at over £300 each, as well as taking orders for a number of card tables in a style which at first sight would not seem to have appealed to the Dutch taste. Also on display by a British firm for the first time in Holland was a range of cocktail cabinets and here again a substantial number of orders had been received.

It is most important for the British furniture manufacturer to study Dutch tastes. While there were some obvious success stories from among the British participants it was only too obvious that some others had not paid sufficient attention to the local market requirements. Upholstery materials appear to be preferred in plain coloured velvets, velours and tweeds. Ornate patterned chintzes and silks are not in great demand. The Dutch tend to prefer a much firmer – almost hard – upholstery than the British and this is particularly noticeable in their beds.

Finally, one cannot over-emphasize the importance of providing sales literature and price-lists in the appropriate foreign language at these International exhibitions.

Representatives of the Commercial Departments in the British Embassy in The Hague, and of the British Consulate-General in Amsterdam visited British stands several times during the week and were able to suggest the names of suitable agents to some of the British exhibitors who had no local representatives. It would have been preferable if those manufacturers without agents could have let the Commercial Departments in the British Embassy know in advance that they were interested in appointing agents, in order that preparations could have been made on their behalf.

Let us hope that the success of many of the British exhibitors this year will encourage more British manufacturers to take stands at Utrecht at the next Furniture Fair in 1967.

British commercial representatives overseas

ALL COMMERCIAL INQUIRIES should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757) (Telex 25977). A great deal of overseas commercial information is on record and can be supplied immediately.

VISITORS TRAVELLING OVERSEAS on export business are recommended to call on British Commercial officers in the countries they visit; these officers can be of considerable assistance to British business visitors. Prior notice of a visit given to Export Services Branch will enable Commercial Officers to prepare in advance information required by a visitor. The following list gives the names and addresses of full-time representatives in charge of offices.

'HINTS TO BUSINESS MEN' booklets are available for most of the countries listed below. British businessmen who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office or from Export Services Branch. (Tel. City 5757, Ext. 7146) (Telex 25977).

This list is prepared by Export Services Branch of the Board of Trade. Inquiries relating to the list should be made to Export Services Branch at the address given opposite. (Tel. City 5757, Ext. 463) (Telex 25977).

AFGHANISTAN – Mr. G. F. Rance, Third Secretary (Commercial), British Embassy, Karte Parwan, KABUL. (Tel. 20512, 24856, 24956.)

ALGERIA – Mr. R. C. Robinson, First Secretary (Commercial), Commercial Department, British Embassy, 7, Chemin des Glycines, ALGIERS. (Tel. 60.56.01-04).

ANGOLA (Portuguese West Africa) – Mr. C. C. B. Stewart, C.M.G., Consul-General, British Consulate-General, Rua Diego Cao No. 4 Caixa Postal No. 1244, LUANDA. (Tel. 2487.)

ARGENTINA – Mr. T. E. Rogers, C.M.G., M.B.E., H.M. Minister (Commercial), British Embassy, Sarmiento 443, 6°, BUENOS AIRES. (Tel. 49-6681-7) (Telex 201-1666 a/b Prodroba.)

AUSTRIA – Mr. E. Sniders, M.B.E., Counsellor (Commercial), British Embassy, 40 Reisnerstrasse, 1030 VIENNA (Tel. 73.15.-75/6/7.) (Telex 2053-13410 a/b BRITEMB).

INNSBRUCK (C.) – Erlerstrasse 17/1, 6020 Innsbruck. (Tel. 28320.)

AUSTRALIA – Mr. F. B. Arnold, C.M.G., O.B.E., H.M. Minister (Commercial), British High Commission, Commonwealth Avenue, Canberra, A.C.T., Australia. ('UKREP, Canberra.') (Tel. U.2211.) (Telex 29-AA620-43 a/b AA62043.)

CANBERRA – Mr. H. W. Woodruff, Counsellor (Commercial), British High Commission, Commonwealth Avenue, Canberra, A.C.T., ('UKREP, Canberra.') (Tel. U.2211.)

SYDNEY – Mr. M. J. Marshall, Counsellor, British High Commission, Sydney Office, London Assurance House, 20 Bridge Street, Sydney. ('UKREP, Sydney.') (Tel. 27-7521.)

MELBOURNE – Mr. S. C. Stout, Counsellor, British High Commission, Melbourne Office, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, C.1. ('UKREP, Melbourne.') (Tel. 67-7254, 67-8601 (9 lines.))

BRISBANE – Mr. A. Vine, First Secretary, British High Commission, Brisbane Office, M.L.C. Building, Corner Adelaide and Edward Streets, Brisbane. ('UKREP, Brisbane.') (Tel. 2-2307.)

PERTH – Mr. B. A. F. Pennock, First Secretary, British High Commission, Perth Office, Prudential Building, 189 St. George's Terrace, Perth, Western Australia. ('UKREP, Perth.') (Tel. 21-5128/9.)

ADELAIDE – Mr. L. A. C. Newns, First Secretary, British High Commission, Adelaide Office, F.C.A. Building, 15 Franklin Street, Adelaide. ('UKREP, Adelaide.') (Tel. 51-4011, 51-4012.)

AZORES (C) – 7, Largo Cinco de Outubro, PONTA DELGADA. (Tel. 617.)

NOTES

C.G. = Consulate-General
C. = Consulate
V.C. = Vice-Consulate
† = Telex installation is in Information Section and messages may not be delivered immediately.

Telegraphic addresses unless otherwise stated:
Embassies – 'Prodrome' followed by the appropriate town name.
Consular offices – 'Britain' followed by the appropriate town name.

BELGIUM – Mr. J. R. Wraight, C.M.G., Counsellor (Commercial), British Embassy, 2, Rue de Spa. BRUSSELS 4. (Tel. 13.18.50.) (Telex 2026-221937 a/b Prodrome Brussels).*

ANTWERP (C.G.) – 105 Frankrijklei. (Tel. 32.69.40; 32.88.29.)

[There are also Honorary Consuls at Ghent and Liège who will be glad to see British business visitors. Commercial correspondence should, however, be addressed in the first instance to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4, or to the British Embassy, Brussels, 4.]

GHENT (Hon. C) – Monsieur F. Meyvaert, Dok 58, Ghent. (Tel. (09) 25.54.27 or 25.29.96).

LIEGE (Hon. C) – Monsieur J. M. Delfosse, 45, Rue Beeckman, Liège. (Tel. (04) 23.58.31/2.)

BOLIVIA – Mr. J. K. E. Broadley, First Secretary (Commercial), British Embassy, Avenida Arce 2732-2754, Casilla 694, LA PAZ. (Tel. 29400 to 29404.) (Telex 201-LPZ5228 a/b Prodrome La Paz.)

BRAZIL – Mr. J. H. Wardle-Smith, C.M.G., H.M. Minister (Commercial), British Embassy, Caixa Postal 669-ZC-00 (for mail); Praia do Flamengo 284-2° Andar (for visitors), RIO DE JANEIRO. (Tel. 25-7252.) (Telex 201-337 a/b Prodrome Rio.)

SAO PAULO (C.G.) – Mr. W. J. M. Paterson, C.M.G., Consul-General, British Consulate-General, Caixa Postal 846 (for mail); Rue Conselheiro Chrispiniano, 72-4 (4° Andar) (for visitors), SAO PAULO. (Tel. 35-4131.)

BRITISH GUIANA – Mr. A. S. Payne, The Assistant British Trade Commissioner, 44 Main Street, P.O. Box 625, GEORGETOWN ('UKINFORM, Georgetown, British Guiana'.) (Tel. 2881.)

BULGARIA – Mr. G. W. Burnett, Second Secretary (Commercial) and Vice-Consul, British Embassy, Boulevard Marshal Tolbukhin 65-67, SOFIA. (Tel. 85361 and 85362.)

BURMA – Mr. L. E. Bagshawe, First Secretary (Commercial), British Embassy, 80 Strand Road, P.O. Box 638, RANGOON. (Tel. 15700.)

BURUNDI – British Embassy, BUJUMBURA.
[All commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.]

CAMBODIA – British Embassy, PHNOM PENH.
[All commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.]

CAMEROON – Mr. N. Morton, First Secretary, Head of Chancery and Consul, British Embassy, Rue Joseph Clerc, Boite Postale 547, YAOUNDE. (Tel. 31-92.)

BUEA (C.) – 'Castella', P.O. Box 68, BUEA. (Tel. Buea 623.)

CANADA – Mr. A. Currall, C.M.G., HM Minister (Commercial), British High Commission, 80 Elgin Street, Ottawa 4, Ontario. ('Sencom, Ottawa.') (Tel. 237-1530).

OTTAWA – Mr. S. Stewart, M.C., Counsellor (Commercial), British High Commission, 80, Elgin Street, Ottawa, 4, Ontario. ('UKREP, Ottawa.') (Tel. 237-1530.) (Telex 29-013266 a/b Uniformott.)

MONTREAL – Mr. A. Heckle, C.M.G., The Principal British Trade Commissioner, 635 Dorchester Boulevard West, Montreal, 2, P.Q. ('Britcom, Montreal.') (Tel. 866-5863.)

TORONTO – Mr. G. H. S. Jackson, C.M.G., The Principal British Trade Commissioner, 8th Floor, 200 University Avenue, Toronto 1, Ont. ('Toroncom, Toronto.') (Tel. 362-1223.)

VANCOUVER – Mr. N. S. Belam, The Principal British Trade Commissioner, 4th Floor, Bank of Nova Scotia Building, 602 W. Hastings Street, Vancouver, 2, B.C. ('Vancom, Vancouver.') (Tel. 683-4421.)

WINNIPEG – Mr. G. J. Husted, The British Trade Commissioner, 4th Floor, Monarch Life Building, 333 Broadway Avenue, Winnipeg, 1, Man. ('Wincom, Winnipeg.' (Tel. 942-3151 (4 lines)).

EDMONTON – Mr. W. C. Hodgkins, The British Trade Commissioner, Suite 600, Bank of Montreal Building, Jasper Avenue, Edmonton, Alberta. ('Edcom, Edmonton.') (Tel. 424-0481.)

REGINA – Mr. H. W. Sturdy, The British Trade Commissioner, Room 207, Derrick Building, 2431 Eleventh Avenue, Regina. ('Regcom, Regina.') (Tel. 527-6459.)

ATLANTIC PROVINCES – Mr. G. R. Latham, The British Trade Commissioner for the Atlantic Provinces, 5425 Spring Garden Road, Halifax, Nova Scotia. ('Halicom, Halifax.') (Tel. 422-7488.)

**The change of this address published in the* Board of Trade Journal *November 19, page 1237 is not now expected to take place until later.*

CENTRAL AFRICAN REPUBLIC – There is no British Commercial Representative in the Central African Republic. Enquiries (which should clearly indicate that they refer to the Central African Republic) should be addressed to:–
The First Secretary and Consul, British Embassy, Ave du 28 Août 1940, Boite Postale 178, 'Central Post Office', BRAZZAVILLE, Congo Republic. (Tel. Brazzaville 27-11 and 31-47.)

CEYLON – Mr. J. F. Saunders, M.B.E., Counsellor (Commercial), British High Commission, P.O. Box 745, 2nd Floor, Hongkong Bank Building, Princes Street, COLOMBO 1. ('UKREP, Colombo.') (Tel. 7298/9.) (Telex 201-101 a/b 'UKREP, Colombo'.)

CHAD – There is no British Commercial Representative in Chad. Enquiries (which should clearly indicate that they refer to Chad) should be addressed to:–
The First Secretary and Consul, British Embassy, Ave. du 28 Août 1940, Boite Postale 178, 'Central Post Office', BRAZZAVILLE, Congo Republic. (Tel. Brazzaville 27-11 and 31-47.)

CHILE – Mr. H. T. Kennedy, First Secretary (Commercial), British Embassy, P.O. Box 72-D (for mail): Bandera 227 (for visitors): SANTIAGO. (Tel. 61151-61155.) (Telex 201-SGO341 a/b Prodrome Santiago.)

CHINA Mr. T. Peters, Counsellor (Commercial), Office of the British Chargé d'Affaires, 5 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. ('Prodrome, Peking.') (Tel. 5-3931-4.)
SHANGHAI – Mr. D. G. H. Brookfield, M.B.E., Officer of the Office of the British Chargé d'Affaires taking care of British Nationals' affairs in Shanghai, 33 Chung Shan Lu, E. I., Shanghai. (Prodrome Shanghai.) (Tel. 211489.)
All commercial inquiries should be addressed to **Peking** in the first instance.

COLOMBIA – Mr. M. J. Wilmshurst, First Secretary (Commercial) and Consul, British Embassy, Carrera 10, No. 19-65, 7° Piso, BOGOTA. (Airmail address: Apartado Aéreo 4508, Bogota.') (Tel. 411051 and 433203.) (Telex 201-044503 a/b Prodrome, Bogota.)

CONGO REPUBLIC (FORMERLY FRENCH CONGO) – Mr. T. Empson, First Secretary and Consul, British Embassy, Ave du 28 Août 1940, Boite Postale 178, 'Central Post Office' BRAZZAVILLE. (Tel. Brazzaville 27-11 and 31-47.)

CONGO, DEMOCRATIC REPUBLIC OF (FORMERLY BELGIAN CONGO) – Mr. H. C. White, First Secretary (Commercial) and Consul, British Embassy, 9 Avenue Beernaert, 5th Floor, Building Credit Congolaise, P.O. Box 8049, LEOPOLDVILLE. (Tel. 3484/5/6/7.)
ELIZABETHVILLE (C) – Boulevard Elizabeth 727, P.O. Box 973. (Tel. 2434.) (Telex 201-49 a/b Britain EVL.)

COSTA RICA – Mr. L. J. Dawson, First Secretary and Consul, British Embassy, Paseo Colon, 3202, Apartado 'U', SAN JOSÉ. (Tel. 5286.) (Telex 201-CR169 a/b Prodrome.)

CUBA – Mr. J. A. Thompson, First Secretary (Commercial), British Embassy, Apartado 1069 (for correspondence); Edificio Bolivar, 9° Piso, Capdevila 101-103 (for visitors); HAVANA. (Tel. 61-5681/4.)

CYPRUS – Mr. J. L. Beaven, First Secretary (Economic Advisor), British High Commission, P.O. Box 1978, Alexander Pallis Street, NICOSIA. ('UKREP, Nicosia.') (Tel. 73131-5).

CZECHOSLOVAKIA – Mr. M. R. Melhuish, First Secretary (Commercial), British Embassy, Thunovska Ulice 14, Mala Strana, PRAGUE (Praha) 1. (Tel. 533347/8/9, 53340.)

DAHOMEY – There is no British Commercial Representative in Dahomey. Inquiries (which should clearly indicate that they refer to Dahomey) should be addressed to:
First Secretary and Head of Chancery, British Embassy, Boulevard Circuloire, Boite Postale 892, LOME, Republic of Togo. (Tel. 2085.)

DENMARK – Mr. P. D. Stobart, M.B.E., Counsellor (Commercial), British Embassy Kastelsvej 38-40, COPENHAGEN Ø. (Tel. † Tria 6360.) (Telex 2051-9460 a/b Prodrome KH.)

DOMINICAN REPUBLIC – Mr. S. F. Campbell, O.B.E., First Secretary and Consul, British Embassy, Apartado 1352, No. 84 Avenida Independencia, SANTO DOMINGO. (Tel. 3128/9.) (Telex 201-3460075 a/b 3460075 Prodrome.)

ECUADOR – Mr. L. A. P. Barker, M.B.E., First Secretary, British Embassy (opposite Hotel Quito), Gonzalez Suarez 111, QUITO. (For correspondence: Casilla 314.) (Tel. 30070/73.)
GUAYAQUIL (C). – Mr. R. Copping, Consul, British Consulate, Edificio La National (2do Piso), V. M. Rendón 120, GUAYAQUIL. (For correspondence: Casilla K. Guayaquil.) (Tel. 15-392 & 15-243.)

EGYPT – see under UNITED ARAB REPUBLIC.

EL SALVADOR – Mr. D. G. Browning, Second Secretary, (Economic), British Embassy, 13a Avenida Norte (Continuacion) 611, SAN SALVADOR. (Tel. 9667.) (*For correspondence: Embajada Britanica, Apartado* 601, *San Salvador, El Salvador, Central America.*)

ETHIOPIA – Mr. F. W. W. Murray, First Secretary (Commercial), British Embassy, Commercial Department, Premjee Building, Churchill Road, P.O. Box 858, ADDIS ABABA. (Tel. 11912 or 13050/7.)
ERITREA (C.) – Mr. J. Bromley, Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie, 1, P.O. Box 254, ASMARA. (Tel. 846-7.)

FINLAND – Mr. J. McKenzie M.B.E., Ph D., Counsellor (Commercial), British Embassy, Korkeavuorenkatu 34, HELSINKI 13. (Tel. † 12574 and 632826.) (Telex 2059-121122 a/b BRITFORM HKI.)

FORMOSA – Mr. R. Brereton, Deputy Consul, British Consulate, Chung Cheng Road, TAMSUI. (Tel. 2.)
TAIPEI (C.) – 289 Chung An West Road. TAIPEI. (Tel. 42040.)

FRANCE – Mr. F. C. Everson, C. M. G., H. M. Minister (Economic), British Embassy, 35 Rue du Faubourg St. Honore, PARIS 8e. (Tel. Anjou 2710-2714; 0620-0624). (Telex 2022-20931 a/b Prodrome Paris).
Commercial enquiries for the Paris Consular districts should be addressed to the Counsellor (Commercial), Commercial Department, British Embassy, Paris. Commercial enquiries for other Consular districts should be addressed as follows:–
BORDEAUX (C) – 15 Cours de Verdun. (Tel. 52-28-35, 52-28-36).
CALAIS (V. C.) – 9-11 Rue Felix Cadras. (Tel. 34.45.48).
LE HAVRE (C) – 9 Quai George V. (Tel. 42.27.47).
LILLE (C. G.) – 60, Boulevard de la Liberté. (Tel. 57.35.49 and 57.01.77.)
LYONS (C. G.) – 24 Rue Childebert, Lyons (2e). (Tel. 37.59.67 (2 lines)).
MARSEILLES (C. G.) – 24 Avenue du Prado, Marseilles 6. (Tel. 37-68-55.)
STRASBOURG (C. G.) – 10 Rue du General Castelnau. B.P. 42. (Tel. 36.64.91). (Telex 2022-87995 a/b Bristra, Strbg).

GABON – There is no British Commercial Representative in Gabon. Inquiries (which should clearly indicate that they refer to Gabon) should be addressed to:–
The First Secretary and Consul, British Embassy, Ave du 28 Août 1940, Boite Postale 178, 'Central Post Office', BRAZZAVILLE, Congo Republic. (Tel. Brazzaville 27-11 and 31-47.)

GAMBIA – Mr. R. T. F. Scragg, First Secretary, British High Commission. 78 Wellington Street, P.O. Box 507, BATHURST. ('UKREP, Bathurst.') (Tel. 244/6.)

GERMANY – Mr. S. L. Edwards, H.M. Minister (Economic), British Embassy, 77 Friedrich-Ebert Allee, BONN 53. (Tel. † Bonn 22021.) (Telex 203-886887 a/b 886887 BR IMF DM.)
BERLIN (C.G.) – Uhlandstrasse 7-8, Charlottenburg 2, Berlin 12, (Tel. 935293-6.)
DUSSELDORF (C.G.) – Cecilienallee 16. (Tel. 434281-5.) (Telex 203-8-584855 a/b Comb.D.)
FRANKFURT (C.G.) – Zeppelinallee 47. (Tel. 773251-55.)
HAMBURG (C.G.) – Harvestehuderweg 8a. (Tel. 451351-5.)
HANOVER (C.G.) – Inquiries should be addressed to Hamburg.
MUNICH (C.G.) – Akademiestrasse 7-9. (Tel. 348094 or 348095.)
STUTTGART (C.G.) – Konigstrasse 45. (Tel. 293216/7, 293566).

GHANA – Mr. S. J. Gross, Counsellor (Economic and Commercial), British High Commission, Barclays Bank Building, High Street, ACCRA (Postal address: P.O. Box 296 Accra.) ('UKREP, Accra.') (Tel. 64651.) (The P.O. Box number must be used for all correspondence.) (Telex 201-239 a/b UKREP, Accra.)

GREECE – Mr. J. C. Petersen, Counsellor (Commercial), British Embassy, Gennadiou † 4, ATHENS, 140. (Tel. 710621/2/3.) (Telex 201-378 a/b Britform ATHINAI.)
PIRAEUS (V.C.) – 24 Akti Possidonos (Tel. 41-345.)
SALONIKA (C.G.) P.O. Box 322, 11 King Constantine Avenue. (Tel. 77-982 and 78006.)

GUATEMALA – Mr. F. S. Trew, Consul, British Consulate, 11 Calle No. 3-27, P.O. Box 8, GUATEMALA CITY. (Tel. 24-6-04, 27-3-05 & 21-4-63.)

GUINEA – Mr. P. F. Parfitt, Second Secretary, (Commercial) and Vice-Consul, British Embassy, 2eme Avenue (au 3eme Boulevard), Boite Postale 104, CONAKRY. (Tel. 28-26.)

HAITI – Mr. A. G. Elgar, Chargé d'Affaires ad int., First Secretary and Consul, British Embassy, Avenue Christophe Rue Marcelin, P.O. Box 1302, PORT-AU PRINCE. (Tel. 3488.)

HONDURAS – Mr. H. Gilmartin, First Secretary and Consul, British Embassy, P.O. Box 290, 'Villa Lourdes', Avenida La Paz, TEGUCIGALPA. (Tel. 2-0479.)

HONG KONG – Mr. M. F. J. Hannam, The Principal Trade Commissioner, P.O. Box 528, 7th Floor, Shell House, Queen's Road Central, HONG KONG. ('Uktrade, Hong Kong.') (Tel. 230176 (3 lines.))

HUNGARY – Mr. F. E. B. Ide, First Secretary (Commercial), British Embassy, 6 Harmincad Utca, BUDAPEST V. (Tel. 182-880.) † (Telex 2048-0270 a/b BRITFORM 0270.)

ICELAND – Mr. C. Spearman, First Secretary and Consul, British Embassy, Laufasvegur 49, REYKJAVIK. (Tel. 15883-4.)

INDIA – Mr. E. A. Midgley, C.M.G., M.B.E., H.M. Minister (Commercial), British High Commission in India, Chanakyapuri, New Delhi 21. ('UKREP, New Delhi.') (Tel. New Delhi 70371.)
DELHI – Mr. R. Fell Counsellor (Commercial), British High Commission, Chanakyapuri, New Delhi 21. ('UKREP, New Delhi.') (Tel. New Delhi 70371.)

CALCUTTA – Mr. J. N. McKelvie, Counsellor (Commercial), Office of the British Deputy High Commissioner, P.O. Box 9077, 1, Harrington Street, Calcutta, 16. ('UKREP, Calcutta.') (Tel. 44-5171.)

BOMBAY – Mr. E. J. E. Newbold, First Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Fort, Bombay, 1. ('UKREP, Bombay.') (Tel. 255391-6.)

MADRAS – Mr. H. F. Codling, First Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 5038, 6 Armenian Street, Madras, 1. ('UKREP, Madras.') (Tel. 23941.)

INDONESIA – British Embassy, DJAKARTA. [All commercial inquiries should be addressed to Commercial Relations and Exports Department, 1/19 Victoria Street, London, S.W.1.]

IRAN – Mr. P. Wilkinson, Counsellor (Commercial), British Embassy, Avenue Firdausi, TEHERAN. (Tel. 45011 to 45014 and 45017.)

KHORRAMSHAHR (C.) – Avenue Pahlavi, Khorramshahr. Tel. (Khorramshahr 3144, 2873.)

IRAQ – Mr. A. H. Birch, O.B.E., Counsellor (Commercial), British Embassy, Sharia Salah Ud-Din, Karkh, BAGHDAD. (Tel. 32121.)

BASRA (C.G.) – River Front, Ashar, P.O. Box 6, Basra. (Tel. 4251-1-3).

IRISH REPUBLIC – Mr. G. L. Pearson, M.C., British Trade Commissioner, 30 Merrion Square, DUBLIN, 2. ('Dubcom, Dublin.') (Tel. Dublin 65678/9.) (Telex 2027-5296 a/b UKREP DUBLIN).

ISRAEL – Mr. C. R. E. Brooke, First Secretary (Commercial), British Embassy, 192 Hayarkon Street, TEL AVIV. (Tel. 220157/8/9.)

HAIFA (C.G.) – 5 St. Luke's Street, P.O. Box 1896. (Tel. 52226-8.)

ITALY – Mr. J. S. Rooke, C.M.G., O.B.E., Counsellor (Commercial), British Embassy, Villa Wolkonsky, Via Conte Rosso, 25, ROME. (Tel. 776551-6.) (Telex 2023-61049 a/b 61049 PRODROME).

MILAN (C. G.) – Mr. W. N. R. Maxwell, Consul (Commercial), British Consulate-General, Via Gabba la. (Tel. 862.486.) (Telex 2023-31528 a/b Britain 31528.)

BARI (C) – Corso Vittoria Emanuele 143. (Tel. 211504.)

FLORENCE (C.) – Palazzo Castelbarco, 2 Lungarno Corsini. (Tel. 272594.)

GENOA (C.G.) – Via Fieschi 8-12. (Tel. 564.833-5.)

MESSINA (Hon. C) – Palazzo I.N.A., Via 1 Settembre 54. (Tel. 42151.)

NAPLES (C.G.) – Via Chiatamone 57. (Tel. 393854, 393885 and 397287.)

PALERMO (C.) – Palazzo Vassallo, Via Marchese di Villabianca 9 (Tel. 253364-6)

TURIN (C.) – Via Bogino 31. (Tel. 546908.)

VENICE (C.) – P.O. Box No. 469, Accademia 1051, Dorsoduro. (Tel. 27408).

IVORY COAST – Mr. W. H. Lamport, Second Secretary (Commercial), British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, ABIDJAN. Postal address: Boite Postale 2581, Abidjan. (Tel. 266-15 and 266-16.) (Telex 201-706 a/b Prodrome Abidjan.)

JAMAICA – Mr. M. E. Browne, Principal British Trade Commissioner for the Western Caribbean, P.O. Box 393, Barclay's Bank Building, King Street, Kingston, JAMAICA. ('Britcom, Kingston.') (Tel. Kingston 22461/3.) Telex 29-JA10 a/b 'UKREP, Kingston.')

JAPAN – Mr. C. G. Harris, C.M.G., Counsellor (Commercial), British Embassy, 1 Ichibancho, Chiyoda-ku, TOKYO. (Tel. 261-5551.)

OSAKA – Mr. M. D. W. McCann M.B.E., Consul (Commercial), British Consulate-General, Hongkong Bank Building, 45, 4-chome, Awaji-cho, Higashi-ku. **(Tel. 231-3355/7.)**

NOTES

C.G.=Consulate-General
C.=Consulate
V.C.=Vice-Consulate
†=Telex installation is in Information Section and messages may not be delivered immediately.

Telegraphic addresses unless otherwise stated:
Embassies – 'Prodrome' followed by the appropriate town name.
Consular offices – 'Britain' followed by the appropriate town name.

JERUSALEM

ISRAELI SECTOR – Mr. C. R. E. Brooke, First Secretary (Commercial), British Embassy, 192 Hayarkon Street, TEL AVIV. (Tel. 220157-9.)

JORDANIAN SECTOR – Mr. G. Hopcroft, Second Secretary (Commercial), British Embassy, P.O. Box 87, AMMAN. (Tel. 41261/6.)

JORDAN – Mr. G. Hopcroft, Second Secretary (Commercial), British Embassy, Third Circle, Jebel Amman, P.O. Box 87, AMMAN. (Tel. 41261/6.)

KENYA – Mr. L. Bevan, First Secretary (Commercial), British High Commission, P.O. Box 30133, Fifth Floor, Shell House, Harambee Avenue, NAIROBI. ('UKREP, Nairobi'.) (Tel. 28001-10.) (Telex 201-20219 a/b 'UKREP, Nairobi.')

KOREA – Mr. G. T. P. Marshall, Second Secretary (Commercial), British Embassy, No. 4 Chong Dong, Sodaimoon-Ku, SEOUL. (Tel. 220041 and 220042.)

KUWAIT – Mr. W. F. Marshall, First Secretary (Commercial), British Embassy, Burgan House, Jahra Gate, P.O. Box No. 300, KUWAIT. ('Prodrome, Kuwait.') (Tel. 39221.)

LAOS – Mr. H. Docherty, First Secretary (Commercial), British Embassy, Route Phong Xay, P.O. Box 224, VIENTIANE.

LEBANON – Mr. M. B. Eaden, First Secretary (Commercial), British Embassy, Corniche du Phare, BEIRUT. (Tel. Beirut 221550-3.)

LIBERIA – Mr. E. R. C. Holland, First Secretary (Commercial) and Consul, British Embassy, P.O. Box 120, 'Mamba Point,' MONROVIA. (Tel. 21055, 21107).

LIBYA – TRIPOLITANIA and LIBYA as a whole: Mr. J. E. Reeve, First Secretary (Commercial), British Embassy in Libya, 30, Sciara Adrian Pelt, TRIPOLI, Libya. (For correspondence: British Forces Post Office No. 57). (Tel. 31191.) For CYRENAICA only: Mr. J. D. Garner, Second Secretary, British Embassy in Libya, Sharia Omar Scennib 15-17, BENGHAZI. (For correspondence: British Forces Post Office No. 55). (Tel. 2118/2119/2120.)

LIECHTENSTEIN – Consul-General ZURICH (for routine commercial inquiries covering Liechtenstein); the Counsellor (Commercial), British Embassy, BERNE (for other inquiries).

LUXEMBOURG – Mr. J. R. Wraight, C.M.G., Counsellor (Commercial), British Embassy, 16 Boulevard F. D. Roosevelt. LUXEMBOURG. (Tel. 233-44, 237-34, 286-66.) (Telex 2058-443 a/b Prodrome Lux.)

MACAO – Mr. N. Ions, Consul British Consulate, 52, Avenida Republica, P.O. Box 44, MACAO. ('Britain, Macao.') (Tel. 3913 or 2978.)

MADEIRA – (C.) – 5, Avenida Dr. Manuel d'Arriaga, FUNCHAL. (Tel. 1221.)

MALAGASY REPUBLIC (MADAGASCAR) – Mr. M. J. M. Pitchen, Commercial Attaché, British Embassy, Immeuble Allain, Rue Choiseul Parc Ambohijatovo, Boite Postale 167, TANANARIVE. (Tel. 206-50.) ('Prodrome, Tananarive.')

MALAWI – Mr. R. W. Howell, Second Secretary (Commercial), British High Commission, P.O. Box 479, Victoria Avenue, Fotheringham Road, BLANTYRE. ('UKREP, Blantyre.') (Tel. 8456.)

MALAYSIA Mr. J. R. Cross, Counsellor (Commercial), British High Commission in Malaysia, P.O. Box 577, 9th Floor, Police Co-operative Building, 1 Suleiman Road, KUALA LUMPUR. ('Uktradcom, Kuala Lumpur'.) (Tel. 81901, 6 lines.)).

KUALA LUMPUR – Mr. R. L. Sutton, First Secretary (Commercial), Office of the British High Commission, P.O. Box 577, 9th Floor, Police Co-operative Building, 1 Suleiman Road, Kuala Lumpur. ('Uktradcom, Kuala Lumpur.') (Tel. 81901, 6 lines.)

JESSELTON – First Secretary (Commercial), Office of the British Deputy High Commissioner in Eastern Malaysia, P.O. Box 824, 5th Floor, Wing on Life Assurance Building, Jesselton, Sabah. ('Britradcom, Jesselton.') (Tel. 4233, 4378 and 4424.)

KUCHING – Second Secretary (Commercial), Office of the British High Commissioner in Eastern Malaysia (Kuching), Overseas Chinese Bank Building, Khoo Hun Yeang Street, Kuching. (Tel. 3373/4.)

MALI – Mr. A. E. Farrell, Second Secretary and Vice-Consul, British Embassy, Rue Guegnan, BAMAKO, Postal address: Ambassade de Grande Bretagne, Boite Postale 110, Bamako. (Tel. 23.56 and 33.56.) (Telex 201-63 a/b Prodrome Bko.)

MALTA – Mr. R. G. Harrison, Second Secretary (Commercial), British High Commission, 7 St. Anne Street, FLORIANA. ('UKREP, Malta.') (Tel. Central 21285.)

MARTINIQUE (C.) – Mr. L. Devaux, Consul, British Consulate, P.O. Box 465, 52 Rue Perrinon, Fort-de-France. (Tel. Martinique 3813.)

MAURITANIA – There is no British Commercial Representative in Mauritania. Enquiries (which should clearly indicate that they refer to Mauritania) should be referred to:

The Second Secretary (Commercial), British Embassy, 20, Rue du Docteur Guillet, B.P. 6025, DAKAR, Republic of Senegal. (Tel. 22383.) (Telex 201-548 a/b Prodrome Dkr.)

MEXICO – Mr. R. D. C. McAlpine, Counsellor (Commercial), British Embassy (Commercial Department), Lerma 71, Colonia Cuauhtemoc, P.O. Box 96 Bis., MEXICO CITY 5 D.F. ('Prodrome, Mexico City.') (Tel. 11.48.80-85.) (Telex 29-017894 a/b Prodrome Mex.)

MOCAMBIQUE (Portuguese East Africa) – Mr. H. J. Downing, Consul-General, British Consulate-General, 62, Avenida Augusto do Castilho, P.O. Box 55, LOURENCO MARQUES. (Tel. 6011/2.)

BEIRA (C) – Casa Infante de Sagres, P.O. Box 11. (Tel. 2023.)

MONGOLIA – Mr. R. A. Hibbert, The British Chargé d'Affaires, P.O. Box No. 703, ULAN BATOR, The People's Republic of Mongolia. (Tel. 70531.)

MOROCCO:

RABAT – Mr. R. G. Giddens, First Secretary (Commercial), British Embassy, Avenue Allal ben Abdullah, Corner of Rue Tirard, Boite Postale 45, RABAT. (Tel. 20905/6.) (Telex 29-31022 a/b Prodrome Rabat.)

CASABLANCA (C.G.) – Mr. P. M. Johnston, C.B.E., Consul-General, British Consulate-General, 60 Boulevard d'Anfa, Boite Postale 762. (Tel. 614.40 and 614.41.)

TANGIER (C.G.) – Mr. J. G. W. Ramage, Consul-General, British Consulate-General, B.P. 2033 (Socco), 52 Rue d'Angleterre. (Tel. 15895-7.)

MUSCAT and OMAN – Mr. D. C. Carden, Consul-General, British Consulate-General, MUSCAT. ('Britain, Muscat.') (Tel. Muscat 271.) See also under PERSIAN GULF STATES.

NEPAL – Mr. G. F. Kinnear, First Secretary and Consul, British Embassy, Lain Chaur P.O. Box No. 106, KATMANDU.

NETHERLANDS – Mr. J. A. Turpin, Counsellor (Commercial), British Embassy Commercial Department, Lange Voorhout 32, † The Hague. (Tel. 182660-4.) (Telex 2021-31600 a/b Prodrome Hague.)

AMSTERDAM (C.G.) – Herengracht 460. (Tel. (020) 234607.)

ROTTERDAM (C.G.)– Parklaan 18. (Tel. 131555 and 138762.)

NETHERLANDS ANTILLES Mr. E. G. Harman, Consul, British Consulate, P.O. Box 504, Tauber Building Room 11, Volkstraat, Willemstad, CURACAO. (Tel. 12202 and 11090.)

NEW ZEALAND – Mr. J. L. Reading, C.M.G., Counsellor (Commercial), British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, Wellington, C.1. ('UKREP, Wellington.') (Tel. 46-060.) (Telex 29-NZ3325 a/b NZ3325.)

WELLINGTON – Mr. E. J. Lindley, First Secretary (Commercial), British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay. Wellington, C.1. ('UKREP, Wellington.') (Tel. 46-060.)

AUCKLAND – Mr. J. D. Leithead, First Secretary (Commercial), British High Commission, Auckland Office, P.O. Box 1476, 56-58 Shortland Street, Auckland, C.I. ('Tradcom, Auckland.') (Tel. 43-473.)

CHRISTCHURCH – Mr. P. C. Burdett, First Secretary (Commercial), British High Commission, Christchurch Office, P.O. Box 1762, 112 Hereford Street, Christchurch. ('Tradcom, Christchurch.') (Tel. 30-822.)

NICARAGUA – Mr. R. S. Ford, First Secretary and Consul, British Embassy, Bank of London and Montreal, Avenida Roosevelt, 208, MANAGUA. (Tel. 5301.2.) (For letters: Apartado 13, Managua, Nicaragua.)

NIGER – There is no British Commercial Representative in Niger. Inquiries (which should clearly indicate that they refer to Niger) should be addressed to:

The Second Secretary (Commercial), British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, ABIDJAN, Ivory Coast. Postal address: Boite Postale 2581, Abidjan, Ivory Coast. (Tel. 266-15 and 266-16.) (Telex 201-706 a/b Prodrome Abidjan.)

NIGERIA – Mr. C. E. Dymond, Counsellor (Commercial), British High Commission in Nigeria, Kajola House, 62-64 Campbell Street, Lagos. (Postal address: Private Mail Bag 2060, G.P.O., Lagos, Nigeria.) ('UKREP, Lagos.') (Tel. 26441.) (Telex 201-47 a/b 'UKREP, Lagos.')

LAGOS – Mr. M. Z. Wasilewski, First Secretary (Commercial), British High Commission, Kajola House, 62-64 Campbell Street, Lagos. (Postal address: Private Mail Bag 2060, G.P.O., Lagos, Nigeria.) ('UKREP, Lagos.') (Tel. 26441.)

ENUGU – Mr. A. Dow, Second Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 324, Garden Avenue, Enugu. ('UKREP, Enugu.') (Tel. Enugu 3216.)

IBADAN – Mr. G. R. Webb, Second Secretary (Commercial), Office of the British Deputy High Commissioner, Finance Corporation Building, Lebanon Street, Ibadan. (Postal address: Private Mail Bag 5010, Ibadan, Western Nigeria.) ('UKREP, Ibadan.') (Tel. Ibadan 21551.)

KADUNA – Mr. H. A. Rogers, Second Secretary (Commercial), Office of the British Deputy High Commissioner. Private Mail Bag 2078, Ahmadu Bello Way (ex. Prince Edward's Way), Kaduna. ('UKREP, Kaduna.') (Tel. Whitehall 2046-7.)

NORWAY – Mr. P. J. E. Male, M.C., Counsellor (Commercial), British Embassy, Drammensveien 4, OSLO. (Tel. 41 02 40.) (Telex 2025-1575 a/b Prodoslo.)

BERGEN (C.) – Slottsgaten 1. (Tel. 10990.)

PAKISTAN – Mr. R. W. B. Carter, C.M.G., Counsellor (Commercial), British High Commission, 1st Floor, Finlay House, McLeod Road, Karachi. ('UKREP, Karachi.') (Tel. 222641/4.)

KARACHI – Mr. S. N. Burbridge, First Secretary (Commercial) Office of the British High Commissioner, First Floor, Finlay House, McLeod Road, Karachi. ('UKREP, Karachi.') (Tel. 222641/4.)

LAHORE – Mr. J. Stafford, First Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 287, First Floor, Gardee Trust Building, Napier Road, Lahore, West Pakistan. ('UKREP, Lahore.') (Tel. 62266/7.)

DACCA – Mr. W. J. Cheesman, First Secretary (Commercial), Office of the British Deputy High Commissioner in East Pakistan, D.I.T. Building, Dilkusha, P.O. Box 90, Dacca 3, East Pakistan. ('UKREP, Dacca.') (Tel. 44216/8.)

CHITTAGONG – Mr. K. W. Chesterman, First Secretary (Commercial), Office of the British Deputy High Commissioner in East Pakistan, P.O. Box 19, Chamber Building, Quaid-e-Azam Road, Chittagong, East Pakistan. ("Britradcom, Chittagong".) (Tel. 5971 and 5972.)

PANAMA – Mr. H. Carr, First Secretary and Consul, British Embassy, Via Espana 120. P.O. Box 889, PANAMA CITY. (Tel. 30453.) Also Box B, Balboa, Canal Zone.

COLON (C) – P.O. Box 1108, Cristobal, Canal Zone. (Tel. 7-3075.) Also Box 448, Colon, R.P.

PARAGUAY – Mr. S. Stephenson, First Secretary (Commercial) and Consul, British Embassy, Casilla de Correo 404 (for correspondence); 25 de Mayo 171 (for visitors); ASUNCION. (Tel. 9146.) (Telex 201-039 a/b Prodrome ASN.)

PERSIAN GULF STATES:

BAHRAIN – Commercial Officer, H.M. Political Agency, No. 14, First Floor, A1 Khalifah Road, Manama, P.O. Box No. 114, Bahrain. ('Political, Bahrain.') (Tel. Manama (Bahrain) 3597.)

QATAR – Commercial Officer, H.M. Political Agency, P.O. Box 3, Doha. ('Political, Qatar.') (Tel. 2637.)

TRUCIAL STATES (except Abu Dhabi) – Commercial Officer H.M. Political Agency, Dubai. ('Political, Dubai.') (Tel. 4225.)

ABU DHABI – Commercial Officer, H.M. Political Agency, P.O. Box 248, Abu Dhabi.

For the above States, regionally, including also MUSCAT and OMAN (q.v.), Mr. J. R. Rich, First Secretary (Economic), H.M. Political Residency, P.O. Box No. 3, Bahrain. ('Prodrome, Bahrain.') (Tel. Jufair Military Automatic Exchange 811, 428.)

PERU – Mr. A. H. Spire, First Secretary (Commercial), British Embassy, P.O. Box 854 (for mail); Edificio Washington – 12th Floor (for visitors); Plaza Washington, Avenue Arequipa, LIMA. (Tel. 83830.) (Telex 201-WLA 5230 a/b Prodrome, Lima.)

PHILIPPINES – Mr. E. C. Kitson, First Secretary (Commercial), British Embassy, P.O. Box 295, 9th Floor, L. & S. Building, 1414 Roxas Boulevard, MANILA. (Tel. 5-24-61.) (Telex 201-MN 3282 a/b Prodrome MN 3282.)

POLAND – Mr. R. M. John, First Secretary (Commercial), British Embassy, Aleje Röz 1, WARSAW. (Tel. 281001-5.)

PORTUGAL – Mr. M. Gale, C.B.E., Counsellor (Commercial), British Embassy, Rua de S. Domingos a Lapa, 35-39, LISBON 3. (Tel. 661191-661195.)

OPORTO (C.G.) – Palacio Atlantico, 7th Floor, Praca D. Joao 1. (Tel. 22442/3.)

PORTUGUESE GUINEA – Mr. M. Gale, C.B.E., Counsellor (Commercial), British Embassy, Lisbon.

[Has overall responsibility but all commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.]

RUMANIA – Mr. A. Rendall, First Secretary (Commercial), British Embassy, 24, Strada Jules Michelet, BUCHAREST. (Tel. 11:16: 35/6.)

RWANDA – All commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.

SAUDI ARABIA – Mr. A. B. Ball, First Secretary (Commercial), British Embassy, P.O. Box 393 (for mail), JEDDA.

SENEGAL – Mr. L. W. James, Second Secretary (Commercial) and Vice-Consul, British Embassy, 20, Rue du Docteur Guillet, B.P. 6025, DAKAR. (Tel. 22383.) (Telex 201-548 a/b Prodrome, Dkr.)

SIERRA LEONE – Mr. W. B. J. Dobbs, Second Secretary (Commercial), Office of the British High Commissioner, Private Mail Bag c/o G.P.O Freetown. (For visitors) B.W.A. Building, Oxford Street, FREETOWN. ('UKREP, Freetown.') (Tel. 3961/3966, six lines.)

SINGAPORE – Mr. L. F. Hope, First Secretary (Commercial), Head of Commercial Section, British High Commission, P.O. Box 620, 5th Floor, Maritime Building, Collyer Quay, Singapore. (Britracom, Singapore.) Tel. 95016 and 95017.)

SOUTH AFRICA, REPUBLIC OF – Mr. D. A. Bryan, C.M.G., O.B.E., H.M. Minister (Commercial), British Embassy, 6, Hill Street, Pretoria. ('Prodrome, Pretoria.') (Tel. 74-3121.) (Telex 201- PX 1 a/b Prodromepr.)

PRETORIA – Mr. F. S. Fielding, First Secretary (Commercial), British Embassy, 6 Hill Street, Pretoria. (Prodrome, Pretoria.') (Tel. 74-3121.) (Telex 201-PX 1 a/b Prodromepr.)

CAPE TOWN (C.G.) – Mr. H. Niblock, Consul (Commercial), 11th Floor African Life Centre, 2 St. Georges Street, P.O Box 1346, Cape Town. ('Britain, Cape Town.') (Tel. 41-1466.) (Telex 201-CX 7447 a/b 7447 Proct.)

JOHANNESBURG (C.G.) – Mr. J. T. Hyslop Consul (Commercial), 8th Floor, B.P. Centre, corner Kerk and Loveday Streets, P.O. Box 10101, Johannesburg. ('Britconsul, Johannesburg.') † (Tel. 834-6411.) (Telex 201- J.7115 a/b Britform.)

DURBAN (C.G.) – Mr. M. J. A. P. Sullivan, Consul (Commercial), Barclays Bank Building, Field Street, Durban. (Britain, Durban.) (Tel. 313131 (five lines.)). (Telex 201-7428 a/b Britain, Durban.)

PORT ELIZABETH (C.) – Mr. J. Isherwood, M.B.E., Consul, The Standard Bank Building, 7th Floor, 32, 34 and 36 Main Street, P.O. Box 917, Port Elizabeth. ('Britain, Port Elizabeth.') (Tel. 2-9549.)

SPAIN – Mr. D. I. Dunnett, O.B.E., Counsellor (Commercial), British Embassy, Orfila 5, MADRID, 4. (Tel. 219 02 00 and 219 02 04.) (Telex 29-7656 a/b Prodrome, Madrid.)

BARCELONA (C.G.) – Junqueras 18, Apartado de Correos 1401, Barcelona, 3 (Tel. 2220791.)

BILBAO (C.) – 30 Gran Via. (Tel. 214780 and 214789.)

SEVILLE (C.G.) – Federico Rubio No. 12. (Tel. 28873-5.)

VALENCIA (C.) – Calle Cronista Carreres 1, 4a. (Tel. 21 12-75.)

VIGO (C.) – Plaza de Compostela No. 23, 6th Floor, P.O. Box 49. (Tel. 211450.)

PALMA DE MALLORCA (C.) – José Tous Ferrer 28, Palma de Mallorca. (Tel. 12085, 1.24.45.)

LAS PALMAS (C.) – Muelle de Sta. Catalina, Puerto de la Luz, Las Palmas, Gran Canaria, Canary Islands. (Tel. Las Palmas 23-1772.)

SANTA CRUZ (C.) – Apartado 109, La Marina 7, Santa Cruz, Teneriffe, Canary Islands. (Tel. 2000.)

SUDAN – Mr. R. W. Munro, Counsellor (Commercial), British Embassy, P.O. Box 801, New Aboulela Building, Bardaman Avenue, KHARTOUM. ('Prodrome, Khartoum.') (Tel. 70760, 70766-70769.)

SWEDEN – Mr. I. C. Mackenzie, C.B.E., Counsellor (Commercial), British Embassy, Strandvagen 82, STOCKHOLM. (Tel. † 67.01.40.) (Telex 2024-1340 a/b BRITFORM STH.)

GOTHENBURG (C.G.) – Ostra Larmgatan 16. (Tel. 13.62.81.)

MALMO (C.) – Commercial Section, Lilla Nygatan 11, Malmö C. (Tel. 26625.)

SWITZERLAND Mr. H. B. C. Keeble, C.M.G., Counsellor (Commercial), British Embassy, Thunstrasse 50, 3005 BERNE. (Tel. (031) 44.50.21). (Telex 2052-32687 a/b Prodrome Bern.)

BASLE (C.) – P.O. Box No. 851, 35 Rittergasse, 4001 Basle. (Tel. (061)23.58.43.)

GENEVA (C.G.) – 41 Quai Wilson 1201 Geneva. (Tel. 31-31-20 and 31-31-29.)

ZURICH (C.G.) – Dufourstrasse 56, 8008 Zurich. (Tel. (051) 34.40.42.)

SYRIAN ARAB REPUBLIC – Mr. I. S. Winchester, First Secretary (Commercial), British Embassy, Kotob Building, 3rd–4th Floor, Walid Ibn Abdul-Malek Street, Malki Street, DAMASCUS. (For correspondence: P.O. Box 37, Damascus, Syrian Arab Republic.) (Tel. 32561-2-3.)

ALEPPO (C.) – P.O. Box 7, Sebil, Aleppo. (Tel. Aleppo 11218.)

TANZANIA – Mr. F. Kennedy, M.B.E., First Secretary (Commercial), British High Commission, Permanent House, Independence Avenue, DAR ES SALAAM. (For mail: British High Commission, P.O. Box 9112, Dar es Salaam, Tanzania.) ('UKREP, Dar es Salaam.) (Tel. 23344, 2 lines.) (Telex 201-3104 a/b 'UKREP. Dar.')

THAILAND – Mr. T. J. Everard, First Secretary (Commercial), British Embassy, Ploenchit Road, BANGKOK. (Tel. 57091-3.)

TOGO – Mr. E. M. Smith, B.E.M., First Secretary and Head of Chancery, British Embassy, Boulevard Circuloire, Boite Postale 892, LOME, Republic of Togo. (Tel. 2085.)

TRINIDAD – Mr. G. Booth, Principal British Trade Commissioner in the Eastern Caribbean Furness House, 90 Independence Square, P.O. Box 225, PORT OF SPAIN, TRINIDAD. ('UKREP, Port of Spain'.) (Tel. 52861/6.) (Telex 201-POS 52342 a/b POS 52342.)

NOTES

C.G.=Consulate General
C.=Consulate
V.C.=Vice-Consulate
†=Telex installation is in Information Section and messages may not be delivered immediately.

Telegraphic addresses unless otherwise stated:
Embassies – 'Prodrome' followed by the appropriate town name.
Consular offices – 'Britain' followed by the appropriate town name.

TUNISIA – Mr. E. H. Noble, M.B.E., Second Secretary (Commercial), British Embassy, 5 Place de la Victoire, TUNIS. (Tel. 240.259, 240.292.)

TURKEY – Mr. J. O. McCormick, C.M.G., M.C., Counsellor (Commercial), British Embassy, Sehit Ersan Caddesi, 46a, Cankaya, ANKARA. (Tel. 12.10.90-12.10.96.)

ISTANBUL (C.G.) – Mr. G. S. McWilliam, Consul (Commercial), British Consulate-General, Tepebasi, Beyoglu. (Tel. 44.75.40 and 44.75.45-9.)

IZMIR (C.G.) – Atatürk Caddesi 336, P.K. 300, Izmir. (Tel. 32501.)

UGANDA – Mr. J. R. Leeland, Second Secretary (Commercial), British High Commission, P.O. Box 2894, 5, Shimoni Road, KAMPALA, Uganda. ('UKREP, Kampala.') (Tel. 57054.) (Telex 201-4106 a/b 'UKREP. Kampala.')

UNITED ARAB REPUBLIC (Egypt) – Mr. R. A. Daniell, C.B.E., Counsellor (Commercial), British Embassy, Kasr-el-Dubara, Garden City, CAIRO. (Tel. 20850.)

ALEXANDRIA (C.G.) – Mr. J. W. Wall, C.M.G., Consul-General, British Consulate-General, Rue Iskander el-Akbar No. 3. (Tel. 21246, 21247, 21248.)

UNITED STATES

WASHINGTON – Mr. J. E. Chadwick, C.M.G., H.M. Minister (Commercial); Mr. J. B. Cullen, C.B.E., Counsellor (Commercial); Mr. F. H. Jackson, First Secretary (Commercial); British Embassy, 3100 Massachusetts Avenue, N.W. Washington, D.C. 20008. (Tel. HO 2-1340.)

[Commercial inquiries should be addressed to the Commercial Department, British Consulate-General, New York.]

NEW YORK (C.G.) – Mr. R. Arculus, Director of Trade Development and Deputy Consul-General (Commercial), British Consulate-General, 845 Third Avenue, New York, N.Y. 10022. (Tel. PL 2-8400.) Area Code 212. (Telex 2064-420543 (A.C. and R.) a/b Prodrome or 2065-62515 (W.U.) a/b Prodrome.)
(Export Credits Guarantee Department representative in N. America, Mr. R. F. L. Martin, at same address.)

ATLANTA (C.G.) – Mr. T. C. Sharman, O.B.E., Consul-General, British Consulate-General, 814-815 Atlanta Merchandise Mart, 240 Peachtree Street, N.W. Atlanta, Georgia 30303. (Tel. 524-2691.) Area Code 404.

BOSTON (C.G.) – Mr. J. A. D. Stewart-Robinson, Consul, British Consulate-General, Room 2303, John Hancock Building, 200 Berkeley Street, Boston, Massachusetts 02116. (Tel. 542-2810.) Area Code 617.

CHICAGO (C.G.) – Mr. P. W. R. C. Haley, M.B.E., Deputy Consul-General (Commercial), British Consulate-General, 200 South Michigan Avenue, Chicago, Illinois 60604. (Tel. 939-5166.) Area Code 312.

CLEVELAND (C.G.) – Mr. J. E. T. Thorne, Vice-Consul (Commercial), British Consulate-General, 1828 Illuminating Building, Cleveland, Ohio 44113. (Tel. 621-7674.) Area Code 216.

DALLAS – Mr. O. B. Mackie, Vice-Consul (Commercial), British Trade Office, 813 Stemmonds Tower West (2730 Stemmonds Freeway), Dallas, Texas. (Tel. ME7-33600.)

DENVER (C.) – Miss J. F. Veasey, M.B.E., Vice-Consul, British Consulate, 607 Colorado Building, 1615 California Street, Denver, Colorado 80202. (Tel. AC 2-2729.) Area Code 303.

DETROIT (C.G.) – Mr. W. E. Williams, O.B.E., Consul (Commercial), British Consulate-General, 1008, Detroit Bank and Trust Building, 211 Fort Street West, Detroit, Michigan 48226. (Tel. 962-4776.) Area Code 313.

HONOLULU (C.) – Mr. R. T. Landale, T.D., Consul, British Consulate, 1202 First National Bank Building, 165 South King Street, Honolulu, Hawaii 96813. (Tel. 561-048.)

HOUSTON (C.G.) – Mr. H. Lewty, Consul, British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas 77002. (Tel. FA 3-2301/2/3/4.) Area Code 713.

KANSAS CITY (C.) – Mr. N. M Hallett, Consul, British Consulate, Suite 1900, Commerce Tower, 911 Main Street, Kansas City, Missouri 64105. (Tel. GR 1-1644/5.) Area Code 816.

LOS ANGELES (C.G.) – Mr. B. H. Wilcox, Consul (Commercial), British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, California, 90005. (Tel. DU 5-7381.) Area Code 213.

MIAMI (C.) Mr. W H. Adams, O.B.E., Consul, British Consulate, 932 Ingraham Building, 25-S.E. Second Avenue, Miami, Florida, 33131. (Tel. 371-7544/5/6.) Area Code 305.

MINNEAPOLIS (C.) – Mr. E. H. Harrison, M.B.E., Vice-Consul (Commercial), British Consulate, Room 1900, First National Bank Building, Minneapolis, Minnesota, 55402. (Tel. 335-0921.) Area Code 612.

NEW ORLEANS (C.G.) – Mr. J. F. Skelton, Vice-Consul, British Consulate-General, Suite 1501, 225 Baronne Street, New Orleans, Louisiana 70112. (Tel. 522-3144/5/6.) Area Code 504.

PHILADELPHIA (C.G.) – Mr. P. Manning-Smith, Vice-Consul (Commercial), British Consulate-General, 12 South 12th Street, Philadelphia, Pennsylvania 19107. (Tel. WA 5-2430.) Area Code 215.

PORTLAND (C.) – Mr. N. R. Prickett, M.B.E., Vice-Consul, British Consulate, World Trade Building, Portland, Oregon 97204. (Tel. CA 7-5669.) Area Code 503.

SAN JUAN (C.) – Mr. H. Fletcher, Consul, British Consulate, 149 Paseo de Covadonga, P.O. Box 1307, San Juan 2, Puerto Rico, 00902. (Tel. 722-5055.)

ST. LOUIS (C.) – Mr. V. W. Lammert, M.B.E., Commercial Officer, British Consulate, Shell Building, 1221 Locust Street, St. Louis, Missouri 63103. (Tel. MA 1-4688/9.) Area Code 314.

SAN FRANCISCO (C.G.) – Mr. J. W. Hutson, Consul (Commercial), British Consulate General, 343 Sansome Street, San Francisco, California 94104. (Tel. YU 1-3030.) Area Code 415.

SEATTLE (C.G.) – Mr. F. Culver, H.M. Vice-Consul (Commercial), British Consulate-General, 1216 Norton Building, 2nd Avenue and Colombia Street, Seattle, Washington 98104. (Tel. MA 4-2990.) Area Code 205.

[There are also Honorary Consuls at Baltimore and Norfolk who will be glad to see British business visitors. Commercial correspondence should however, be addressed in the first instance to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4, or to the British Embassy, Washington, D.C.]

BALTIMORE (Hon. C.) – Mr. J. T. Menzies, C.B.E., Hon. Consul, Terminal Warehouse Building, 211 E. Pleasant Street, Baltimore, Maryland, 21202. (Tel SA 7-1082.) Area Code 301.

NORFOLK (Hon. C.) – Mr. A. L. Nicholson, Hon. Consul, 932 Wainwright Building, 229 West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934.) Area Code 703.

UPPER VOLTA – There is no British Commercial Representative in Upper Volta. Inquiries (which should clearly indicate that they refer to Upper Volta) should be addressed to:

The Second Secretary (Commercial), British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, ABIDJAN, Ivory Coast. Postal address: Boite Postale 2581, Abidjan, Ivory Coast. (Tel. 266-15 and 266-16.) (Telex 201-706 a/b Prodrome Abidjan.)

URUGUAY – Mr. C. W. Wallace, First Secretary (Commercial), British Embassy, Edificio Banco de Londres y America del Sud, Cerrito 420, Piso 7°, MONTEVIDEO. (Tel. 9-2501.) (Telex 201-398139 a/b Prodrome Mvd.)

U.S.S.R. – Mr. A. K. Rothnie, Counsellor (Commercial), British Embassy. All correspondence should be addressed to him at Naberezhnaya Morisa Toreza 14, Moscow 12. Mr. Rothnie receives all visitors at his offices Kutuzovsky Prospekt 15, MOSCOW G-2.48. (Tel. 41-10-33 and 41-10-34.) (Telex 29-985 a/b Prodrome Moscow.)

VENEZUELA – Mr. K. D. Jamieson, Counsellor (Commercial), British Embassy, Apartado 1246 (for correspondence), 12th Floor, Avenida La Estancia No. 10, Ciudad Comercial Tamanaco, Urbanizacion Chuao (for visitors) CARACAS. (Tel. 338355-9.) (Telex 201-292 a/b 292 Procaracas.)

VIETNAM – Mr. I. J. Benson, Second Secretary (Commercial), British Embassy, 25 Dai-lo Thong Nhut, SAIGON. (Tel. 23341-42.)

YUGOSLAVIA – Mr. C. N. Jupp, Counsellor (Economic/Commercial), British Embassy, Generala Zdanova 46, BEL-GRADE. (Tel. 23536.)

SPLIT (C.) – Ulica Titova Obala 5. (Tel. 2731.)

ZAGREB (C.G.) – Ulica Ilica 12. (Tel. 37627.) (For correspondence: Britanski Generalri Konzulat, Zagreb, C.2.)

ZAMBIA – Miss M. Scammell, First Secretary (Commercial), British High Commission, Waddington Road. P.O. Box RW50, LUSAKA. ('UKREP Lusaka.') (Tel. 72097.) (Telex 201-4115 a/b Secretariat LS.)

British Trade Correspondents

TRADE CORRESPONDENTS generally give part-time service to the Board of Trade. Often they are Colonial Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain Commonwealth territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British businessmen is, therefore, limited and it is advisable to address inquiries to the Board of Trade initially rather than write direct to Trade Correspondents, who may not always be in a position to provide an answer.

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 29, Windhoek, South West Africa. (Tel. 7983.)

BASUTOLAND: The Government Secretary, Maseru.

BERMUDA: Mr. Robt. C. Law, c/o Visitors' Advice Bureau, Hamilton. (Tel. 1-2038.)

BRITISH HONDURAS: The Principal Secretary, Ministry of Natural Resources, Commerce & Industry, Belize City.

BRUNEI: The Controller of Customs, Brunei.

FALKLAND ISLANDS: The Colonial Secretary, Stanley.

FIJI: Commerce and Industries Officer, The Secretariat, Victoria Parade. G.P.O. 2018, Suva.

GIBRALTAR: Mr. J. D. Bates, C.M.G., C.V.O., The Permanent Secretary, Government Secretariat, Gibraltar. (Tel. A.500.)

GILBERT AND ELLICE ISLANDS COLONY: The Accountant-General, Tarawa, Gilbert Islands.

MAURITIUS: Mr. H. J. Sabben, The Comptroller of Customs, H.M. Customs, Port Louis, Mauritius.

NEWFOUNDLAND: Mr. A. G. Ayres, Newfoundland Board of Trade, P.O. Box 5127, St. John's, Newfoundland.

NEW HEBRIDES: The Resident Commissioner, Vila, New Hebrides.

SAMOA: Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, Apia, Western Samoa.

SEYCHELLES: Registrar of Co-operative Societies, Victoria, Mahé, Seychelles.

ST. HELENA: The Collector of Customs, St. Helena.

SOLOMON ISLANDS, BRITISH PROTECTORATE: Collector of Customs, Box 119, Honiara, Guadalcanal, Western Pacific.

TASMANIA: Mr. W. T. Loney, 148, Elizabeth Street, Hobart. (Tel. Hobart 3 3768.)

TONGA: British Commissioner and Consul, H.B.M.'s Agency and Consulate, Nukualofa.

Guide to countries in which towns are situated

Place	*Country*
Abu Dhabi	Persian Gulf (Trucial States)
Adelaide	Australia
Accra	Ghana
Abidjan	Ivory Coast
Addis Ababa	Ethiopia
Alberta	Canada
Alexandria	United Arab Repbulic (Egypt)
Aleppo	Syrian Arab Republic
Algiers	Algeria
Amman	Jordan
Amsterdam	Netherlands
Ankara	Turkey
Antwerp	Belgium
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zealand
Baghdad	Iraq
Bahrain	Persian Gulf
Baltimore	United States
Bamako	Mali
Bangkok	Thailand
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Basra	Iraq
Bathurst	Gambia
Beira	Mocambique (Portuguese East Africa)
Beirut	Lebanon
Belgrade	Yugoslavia
Belize	British Honduras
Benghazi	Libya
Bergen	Norway
Berlin	Germany
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bonn	Germany
Bordeaux	France
Boston	United States
Brazzaville	Congo Republic
Brisbane	Australia
Brunei	Brunei
Brussels	Belgium
Bucharest	Rumania
Buea	Cameroon
Budapest	Hungary
Buenos Aires	Argentina
Bujumbura	Burundi
Cairo	United Arab Republic (Egypt)
Calais	France
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezuela
Casablanca	Morocco
Chicago	United States
Chittagong	Pakistan
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Colon	Panama
Conakry	Guinea
Copenhagen	Denmark
Curaçao	Netherlands Antilles
Dacca	Pakistan
Dakar	Senegal
Damascus	Syrian Arab Republic
Dar es Salaam	Tanzania
Delhi	India

Place	*Country*
Denver	United States
Detroit	United States
Djakarta	Indonesia
Doha	Persian Gulf (Qatar)
Dubai	Persian Gulf (Trucial States)
Dublin	Irish Republic
Durban	South Africa
Dusseldorf	Germany
East London	South Africa
Elisabethville	Democratic Republic of Congo
Edmonton	Canada
Enugu	Nigeria
Florence	Italy
Floriana	Malta
Fort-de-France	Martinique
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Geneva	Switzerland
Genoa	Italy
Georgetown	British Guiana
Ghent	Belgium
Gibraltar	Gibraltar
Gothenburg	Sweden
Guatemala City	Guatemala
Guayaquil	Ecuador
Haifa	Israel
Hague, The	Netherlands
Halifax	Canada (Atlantic Provinces)
Hamburg	Germany
Hamilton	Bermuda
Hanover	Germany
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania (Australia)
Hong Kong	Hong Kong
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Ibadan	Nigeria
Innsbruck	Austria
Istanbul	Turkey
Izmir	Turkey
Jedda	Saudi Arabia
Jesselton	Malaysia
Johannesburg	South Africa
Kabul	Afghanistan
Kaduna	Nigeria
Kampala	Uganda
Kansas City	United States
Karachi	Pakistan
Katmandu	Nepal
Khartoum	Sudan
Khorramshahr	Iran
Kingston	Jamaica
Kuala Lumpur	Malaysia
Kuching	Malaysia
Kuwait	Kuwait
Lagos	Nigeria
Lahore	Pakistan
La Paz	Bolivia
Las Palmas	Spain (Canary Islands)
Le Havre	France
Leopoldville	Democratic Republic of Congo
Liège	Belgium
Lille	France
Lima	Peru
Lisbon	Portugal
Lomé	Togo
Los Angeles	United States
Lourenço Marques	Mocambique (Portuguese East Africa)
Luanda	Angola (Portuguese West Africa)
Lusaka	Zambia
Luxembourg	Luxembourg
Lyons	France
Macao	Macao
Madras	India
Madrid	Spain
Mahe	Seychelles
Malmo	Sweden
Managua	Nicaragua
Manama	Persian Gulf (Bahrain)
Manila	Philippines
Marseilles	France
Martinique	Martinique
Maseru	Basutoland
Medan	Indonesia
Melbourne	Australia
Messina	Italy
Mexico City	Mexico
Miami	United States
Milan	Italy
Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
Moscow	Soviet Union
Munich	Germany
Muscat	Persian Gulf (Muscat & Oman)
Naples	Italy
Nairobi	Kenya
New Delhi	India
New Orleans	United States
New York	United States
Nicosia	Cyprus
Norfolk	United States
Nukualofa	Tonga (Pacific Islands)
Oporto	Portugal
Osaka	Japan
Oslo	Norway
Ottawa	Canada
Palermo	Italy
Palma de Mallorca	Spain
Panama City	Panama
Paris	France
Peking	China
Perth	Australia
Philadelphia	United States
Phnom Penh	Cambodia
Piraeus	Greece
Ponta Delgada	Azores
Port-au-Prince	Haiti
Port Elizabeth	South Africa
Port Louis	Mauritius
Port of Spain	Trinidad
Portland	United States
Prague	Czechoslovakia
Pretoria	South Africa
Qatar	Persian Gulf
Quito	Ecuador
Rabat	Morocco
Rangoon	Burma
Regina	Canada
Reykjavik	Iceland
Rio de Janeiro	Brazil
Rome	Italy
Rotterdam	Netherlands
Saigon	Vietnam
St. Helena	St. Helena
St. John's	Newfoundland (Canada)
St. Louis	United States
Salonika	Greece
San Francisco	United States
San José	Costa Rica
San Juan	(Puerto Rico) U.S.A.
San Salvador	El Salvador
San Sebastian	Spain
Santa Cruz (Teneriffe)	Spain (Canary Islands)
Santiago	Chile
Santo Domingo	Dominican Republic
Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
Shanghai	China
Singapore	Singapore
Sofia	Bulgaria
Split	Yugoslavia
Stanley	Falkland Islands
Stockholm	Sweden
Strasbourg	France
Stuttgart	Germany
Suva	Fiji Islands
Sydney	Australia
Taipei	Formosa
Tamsui	Formosa
Tananarive	Malagasy Republic
Tangier	Morocco
Tarawa	Gilbert and Ellice Islands
Tegucigalpa	Honduras
Tehran	Iran
Tel Aviv	Israel
Teneriffe	Spain
The Hague	Netherlands
Thorshavn	Faroe Islands
Tokyo	Japan
Toronto	Canada
Trieste	Italy
Tripoli	Libya
Tunis	Tunisia
Turin	Italy
Ulan Bator	Mongolia
Valencia	Spain
Vancouver	Canada
Venice	Italy
Vienna	Austria
Vientiane	Laos
Vigo	Spain
Vila	New Hebrides
Warsaw	Poland
Washington	United States
Wellington	New Zealand
Windhoek	South West Africa
Winnipeg	Canada
Yaoundé	Federal Republic of Cameroon
Zagreb	Yugoslavia
Zurich	Switzerland

British Overseas Commercial Representatives' visits during December 1965 to February 1966

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during December 1965 to February 1966:

BRITISH GUIANA (Georgetown)	A.S. Payne	Assistant British Trade Commissioner	December/January	Previously covered British Guiana from Trinidad (Port of Spain
CANADA (Ottawa)	*M. K. Butler	Second Secretary (Commercial)	December/January	In present post since early 1964.
GUINEA (Conakry)	P. F. Parfitt	Second Sectary (Commercial)	January	In present post since 1964.
JAPAN (Tokyo)	S. E. Warder	Second Secretary (Commercial)	December/January	In present post since 1963.
LIBERIA (Monrovia)	E. R. C. Holland	First Secretary (Commercial)	February	Previously H.M. Vice-Consul (Commercial) in South Africa (Durban and Cape Town).
MALI (Bamako)	A. E. Farrell	Second Secretary	January	In present post since 1964.
PHILIPPINES (Manila)	E. C. Kitson	First Secretary (Commercial)	January	In present post since 1962.
SINGAPORE	G. S. Turner	Second Secretary (Commercial)	From late February	In present post since early 1964.
TRINIDAD (Port of Spain)	E. G. Wickens	Second Secretary (Commercial)	January/February	Previously Assistant British Trade Commissioner in Canada (Montreal) and India (Bombay).
VENEZEULA (Caracas)	K. W. H. Nash	Third Secretary (Commercial)	January	In present post since 1963.

*Deals mainly with Federal Customs and Tariff matters, including anti-dumping problems.

British firms and organizations (including those in the Board of Trade, Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems, are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices, together with the areas covered, and the appropriate Office for Northern Ireland, were listed at page 925 of the *Board of Trade Journal* of October 15.) Those firms and organizations *other than* in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade, or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it, the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1.
(Tel. Newcastle 27575. Code: ONE 2. 27575, TELEX. 53178, Answer Back – BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, West Riding House, 4 Oxford Street, Workington, Cumberland. (Tel. Workington 3788).

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House Leeds, 1. (Tel. Leeds 38232 Code: OLE 2. 38232. TELEX. 55472, Answer Back – BOT LEEDS).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
R. J. Forbes, CBE, 76 Newton Street, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX. 66104, Answer Back–BOT MCHR).

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Lincolnshire (Parts of Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
P. J. L. Homan, Somerset House, 37 Temple Street, Birmingham, 2. (Tel. Birmingham Midland 8221. Code: 021. MID 8221. TELEX. 33702, Answer Back – BOT BHAM).

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
D. A. Wilson, CBE, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6271. TELEX. 25991, Answer Back – BOTCROMWELL LDN).

London and South Eastern Region
Greater London Council administrative area; Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
J. W. Stoodley, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. TELEX. 25991, Answer Back – BOTCROMWELL LDN).

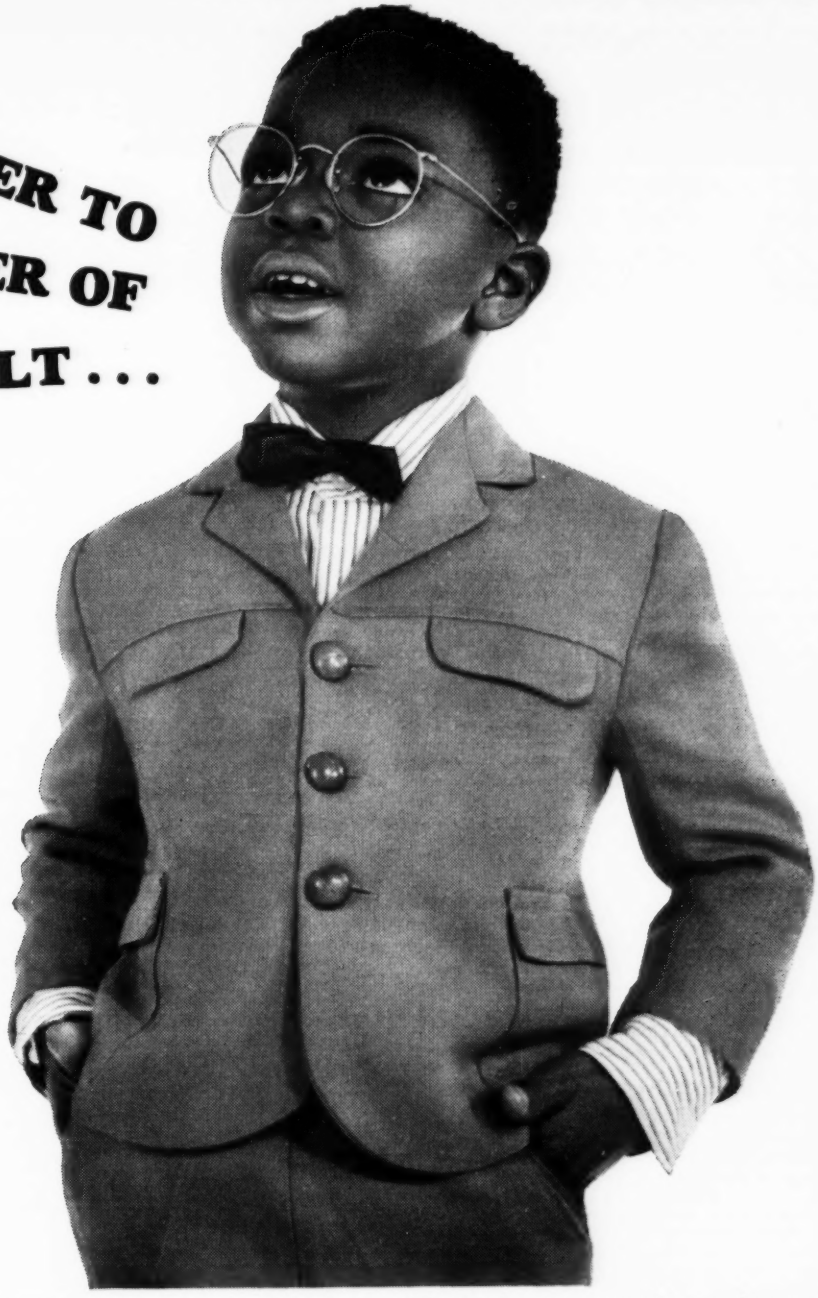
South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
M. Weber, Prudential Buildings, Wine Street, Bristol 1.
(Tel. Bristol 294821. Code:OBR 2. 294821. TELEX. 44214, Answer Back – BOT BRISTOL).

Wales
The whole of Wales and Monmouthshire.
R. W. Daniel, CBE, Government Buildings, Gabalfa, Cardiff.
(Tel. Cardiff 62151. Code: OCA 2. 62151. TELEX. 49267, Answer Back – BOT CARDIFF).

Scotland
The whole of Scotland.
C. J. A. Whitehouse, OBE, 314 St. Vincent Street, Glasgow, C.3
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX. 77583, Answer Back – BOT GLASGOW).
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: OI N 3. 30867).

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. TELEX. 74578, Answer Back – GOVNI BELFAST).

FURTHER TO OUR LETTER OF 18th ULT . . .



. . . we regret to inform you that we don't want your stupid old paper kites. We make better ones ourselves—and anyway we usually prefer to spend our money on tennis rackets and boxing gloves nowadays . . .
Well now—there's a smack in the eye for you. See what economic progress does—makes everyone (including young Peter here) more sophisticated. The moral, of course, is simple—know your market. The best way to learn about the markets of the new emergent countries of the Commonwealth is to contact Barclays D.C.O. Their knowledge of local conditions and trends is exceptional. They *live* there.

For detailed reports, from our branches on the spot, concerning trade with Africa, the Mediterranean or the Caribbean, write to our Intelligence Department at 54 Lombard Street, London, E.C. 3.

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Overseas Trade and Exports

London Chamber of Commerce mission report on Bulgaria

'THERE IS A very pronounced measure of goodwill towards Britain, particularly at more senior levels in Bulgaria,' comments the report of the London Chamber of Commerce mission to Bulgaria which was published recently. But at the same time the report notes a comparatively modest level of achievement in Anglo-Bulgarian trade in the past, and attributes it mainly 'to an insufficient knowledge of the market and supply potential of each country by the other'.

The mission visited Bulgaria in July following a mission from the Bulgarian Chamber of Commerce to London in the autumn of 1963. Discussions were held with Ministers' State Committees, especially those for science, technical progress, chemistry, metallurgy, energy and fuel, other planning bodies and foreign trade corporations with the object of discovering ways of furthering Anglo-Bulgarian trade. The main conclusions of the report are that Bulgaria is very anxious to increase her trade with Britain and that there are many opportunities of real interest to British industry. At the same time communications between industries on both sides and a knowledge of what each side needs and can offer are frequently inadequate, and sales efforts in both directions are often not purposeful, competitive or well directed enough to take full advantage of the openings that exist.

Of particular interest to British industry are the passages in the report dealing with the future scope and prospects for British exports. The main industrial sectors to be expanded under the 1966/70 five-year plan are examined, and especial attention is paid to the various types of plant which will be required for the rapidly expanding chemical industry and the Bulgarian needs for machine tools, where the report notes that purchases of £6 million during 1966 are envisaged. The greater proportion of these requirements will be met from the Soviet Union, but the Bulgarian intention to increase foreign trade turnover by 10 per cent per annum with all countries means that a good deal will come from the west. Bulgarian interest in western technical 'know-how' and the possibility of great technical co-operation with western firms is also noted.

But the mission also found that whilst the Bulgarian market is an expanding one it is also a market in which there is tough competition from other overseas suppliers, and good salesmanship counts as much as in a western market. It is noted that the influence of the technicians and engineers at factory level in deciding what to buy and where, is increasing, and that it is not unknown for good salesmanship to secure contracts for goods not originally included in the plan. Both sides, it is reported, felt that even taking into account the difficulties of distance, language and tradition the British share of Bulgarian trade was not as large as it could be, particularly when compared with Western Germany.

In this context the mission found that 'with the exception of a handful of foreign trade specialists Bulgarian manufacturing enterprises have little or no idea what the United Kingdom is able to supply. Equally, the number of British companies which are actively engaged in exploring the market potential for their products is very small.' A number of Bulgarian criticisms of British firms' attitudes to exporting to Bulgaria are discussed, in particular that British businessmen visit Bulgaria too little and at the same time the ways in which the behaviour of some of the Bulgarian purchasing organizations deter firms from making serious and continuous attempts to sell in Bulgaria are pointed out. To try to compound these problems the report outlines some of the ways in which the British exporter might improve his approach to the Bulgarian market, stressing in particular the importance of convincing the State Committee for Science and Technical Progress that his equipment is just what the Bulgarians need since this committee has great influence on the detailed contents of the five-year plan.

The report also looks at the problem of increasing Bulgarian exports to Britain since ultimately British exports depend on the amount of sterling Bulgaria can earn. Whilst it is noted that Bulgaria's potential as a tourist resort is considerable, it is concluded that too little is known of what Bulgaria has to offer and too little use is made of the right sales techniques.

Since the problem of expanding trade in both directions can mainly be overcome by increasing knowledge and contacts, it is encouraging to learn that as a direct result of the mission's visit the Bulgarian Chamber of Commerce has established a British Section headed by Mr. Dobri Aleksiev, Deputy Minister of Foreign Trade, which will in the future co-operate closely with the Bulgarian section of the London Chamber of Commerce in all matters affecting Anglo-Bulgarian trade.

Copies of the Report 'Bulgaria Survey for Businessmen' are available from Chambers of Commerce affiliated to the Association of British Chambers of Commerce. Price 5s. post free.

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TRADE AND FINANCIAL ARRANGEMENTS

Bulgaria and Hungary

THE BULGARIAN PRESS has announced that a trade agreement for the period 1966 to 1970 with a protocol establishing quotas for 1966 was signed in Sofia on October 25, 1965. It is envisaged that trade during the five year period will be increased by 70 per cent and during 1966 by 14 per cent.

Bulgarian exports to Hungary will include electric and motor driven trucks, electric hoists, five 5,000 ton cargo ships and agricultural machinery.

In return Hungarian exports to Bulgaria will include lorries, diesel locomotives, buses, roller bearings, and agricultural machinery. Provision has also been made for the exchange of ferrous rolled metal, chemicals and drugs. Detailed information on the quotas is not available.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel.: Abbey 7877, Ext. 3463) quoting reference CRE 9467/G.

United Arab Republic (Egypt) and Bulgaria

IT HAS BEEN reported in the Egyptian press that three agreements were signed on October 23 between the United Arab Republic (Egypt) and Bulgaria.

The first of these covered trade during the five years 1966/1970, and specifies the goods to be exchanged – electrical equipment, tractors, spare parts for weaving plant, cheese and tobacco from Bulgaria and cotton, rice, vegetables, textiles, refrigerators and washing machines, fertilizer, chemicals, petroleum products, sewing machines, shoes and cigarettes from Egypt.

The second agreement is a protocol dealing with the volume of trade during 1966 which is expected to reach between $18 million and $22 million.

Credit facilities for the UAR, amounting to $27 million to be used for machinery, are provided for under the third agreement.

No further information about these agreements is available.

Denmark and Hungary

IN ACCORDANCE with Article 5 of the Long Term 5 year agreement of December 2, 1963, a protocol establishing quotas for the calendar year 1966 between Denmark and Hungary was signed in Budapest on October 8, 1965.

Danish exports to Hungary will include pharmaceutical products and preparations, chemicals and dyes, plastics, hides and skins, machinery and parts, various precision and electrical apparatus, radio and television components, agricultural products, fish and fish preserves, paper and packaging materials.

In return Hungary will export to Denmark rolling mill products, machinery, tools, iron and steel products, seamless tubes and pipes, tyres for motor vehicles and motor cycles, pharmaceutical materials, chemicals, minerals, medicinal herbs, furs and pelts, motor vehicles, scooters and accessories, crude aluminium, textiles, glassware, radio and television components and electrical equipment.

Detailed information is available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463) quoting, reference CRE 8565/G.

To promote London as an international conference centre, the London Tourist Board recently sponsored a visit to the capital of some 20 International Convention Planners from Europe. The photograph shows four of the guests talking to Mr. Alfred Parnes, Cumberland Hotel catering manager. From left to right: Dr. F. Gyssens, of Belgium, Secretary-General of the International Federation of Forwarding Agents; Mr. Parnes; Mr. G. Blavy, from France, Treasurer-General with the International Federation of the Hairdressing Trade; Miss J. Parion, of France, representing the International Federation of Building and Public Works; and Dr. G. P. Speeckaert, of Belgium, Secretary-General of the Union of International Associations.

Yugoslavia and USSR

THE YUGOSLAV newspaper *Borba* of October 31 announced the signing in Belgrade on October 30, 1965, of a trade protocol for 1966 between Yugoslavia and the USSR.

The Protocol envisages an increase in the total exchange of trade of 25 per cent compared with that for 1965.

The Protocol provides for a two-way exchange of machinery and equipment; for Soviet exports to Yugoslavia of coal for coking, rolled materials, pig iron, aluminium, and other semi-finished materials, and for Yugoslav exports to the USSR of ships, knitwear, footwear, ready-made clothes and other articles.

All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2338 or 2339), quoting reference CRE 5515/2/G.

British loan to Ceylon in operation

THE MINISTRY OF OVERSEAS DEVELOPMENT has announced that Britain's £2 million interest-free economic assistance loan to Ceylon has now come into effect. The loan agreement was signed in Colombo on November 4, and details of its operation have now been settled. The loan will be for the import into Ceylon of British fertilizers, heavy-duty vehicles and spares, industrial raw materials and machinery.

The Import Control Department in Ceylon will issue special licences for imports under the loan. Copies of contracts proposed for financing under the loan will then be sent via the British supplier to the Crown Agents for Overseas Governments and Administrations in London. Payment will be by means of letters of credit: the importer will pay the rupee price to his bank in Ceylon, and the correspondent bank in Britain will pay the supplier and claim reimbursement in sterling from the Crown Agents. Reimbursement will be made from a Special Account set up under the loan, administered by the Crown Agents and financed by the Ministry of Overseas Development.

This procedure applies to purchases in the private sector. Purchases in the public sector will be made by the Crown Agents, acting on behalf of the Ceylon Government.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

Believed to be the biggest ever single consignment of British chicks for export, 18,000 *Sterling day-old chicks are shown above being stowed in a Hungarian Airlines aircraft for their three-hour flight from Gatwick to Budapest. The birds were hatched at Andover during the morning and under their brooders in a new state poultry farm twelve hours later. This despatch represents the first part of an order for* 54,000 *day-old laying stock placed with Sterling Poultry Products by Hungary.*

AUSTRALIA

(231/65) Switchgear for Electricity Trust of South Australia. December 21. E.S.B. 41391/65.

(226/65) Air Compressors for Gas and Fuel Corporation of Victoria. December 20. E.S.B. 40190/65.*

(230/65) Construction Project for National Capital Development Commission. December 14. E.S.B. 41378/65.*

(228/65) Telecommunication Plugs for Postmaster-General's Department. January 20, 1966. E.S.B. 40896/65.*

Snowy Mountains Hydro-Electric Authority:

(229/65) Water Turbines. April 6, 1966. E.S.B. 41087/65.*

(229/65) Power Generators. April 6, 1966. E.S.B. 41089/65.*

(229/65) Pumps. April 6, 1966. E.S.B. 41090/65.*

(227/65) Electrical Equipment. January 12, 1966. E.S.B. 41002/65.

State Electricity Commission of Victoria:

(227/65) Transmission Line Equipment. (Further Information.) Closing date postponed to December 13. E.S.B. 29454/65.*

(228/65) Transmission Line Construction. December 13. E.S.B. 40892/65.*

(226/65) Turbo-Alternators. (Further Information.) Tender documents now available. E.S.B. 37446/65.*

(227/65) Axle Box Units for Victorian Railways. December 15. E.S.B. 40895/65.*

(231/65) Turbo-Alternators for Western Australian Government Tender Board. (Further Information.) Closing date postponed to January 27, 1966. E.S.B. 37446/65.

BURMA

(226/65) Miscellaneous Stores for Ministry of Defence. December 10. E.S.B. 40842/65.*

(226/65) Insulating Materials for Electrical Stores Corporation. December 10. E.S.B. 40833/65.*

People's Stores Corporation:

(226/65) Outboard Diesel Engines. December 10. E.S.B. 40835/65.*

(226/65) Vehicle Spare Parts. December 17. E.S.B. 40838/65.*

CEYLON

(231/65) Condensed Milk for Ministry of Defence. December 9. E.S.B. 41365/65.

(231/65) Paper and Board for Government Stores Department. January 18, 1966. E.S.B. 41367/65.

(230/65) Metal Manufactures for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 37683/65.*

Ministry of Health:

(230/65) Water Supply Scheme. January 4, 1966. E.S.B. 41380/65.

(230/65) Water Supply Scheme. December 28. E.S.B. 41381/65.

(230/65) Handloom Accessories for Ministry of Home Affairs. December 21. E.S.B. 41362/65.

(230/65) Transformers for Ministry of Land, Irrigation and Power. January 11, 1966. E.S.B. 41371/65.

(230/65) Suction Dredger and Pipelines for Ministry of Nationalized Services. (Further Information.) Closing date postponed to December 22. E.S.B. 31665/65.

(230/65) Bottles for River Valleys Development Board. (Further Information.) Tender documents now available. E.S.B. 40815/65.*

COLOMBIA

(227/65) Generator for Instituto de Aprovechamiento de Aguas y Fomento Electrico. December 20. E.S.B. 40877/65.

COSTA RICA

(230/65) Air Conditioners for El Consejo Nacional de

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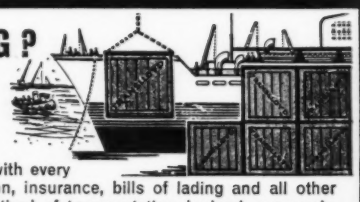

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Producción. December 8. Tender documents (in Spanish) available. E.S.B. 41360/65.*

(230/65) **Telecommunication Equipment** for El Instituto Costarricense de Electricidad. (Further Information.) Closing date has been postponed to December 23. E.S.B. 35434/65.

(226/65) **Surgical Equipment** for La Seccion de Proveeduria de la Caja Costarricense de Seguro Social. December 3. E.S.B. 40394/65.*

UNITED ARAB REPUBLIC (EGYPT)

(230/65) **Tram Cars** for Alexandria Public Transport Administration. (Further Information.) Closing date postponed to January 10, 1966. E.S.B. 35411/65.*

EL SALVADOR

(230/65) **Pharmaceuticals; Medical Supplies** for Direccion General de Salud. December 9. Tender documents (in Spanish) available. E.S.B. 41388/65.*

FORMOSA

Central Trust of China:

(229/65) **Paint and Varnish Materials.** December 18. E.S.B. 41328/65.*

(229/65) **Drilling Equipment.** December 17. E.S.B. 41325/65.*

(229/65) **Textile Dyes.** December 15. E.S.B. 41327/65.*

(229/65) **Laboratory Instruments.** December 20. E.S.B. 41324/65.*

(229/65) **Electrical Measuring Instruments.** December 18. E.S.B. 41323/65.*

(230/65) **Steel Pipe.** December 14. E.S.B. 41349/65.*

(230/65) **Steel Plates.** December 18. E.S.B. 41347/65.*

(230/65) **Centrifugal Pumps.** December 15. E.S.B. 41346/65.*

(230/65) **Test Pump Unit.** December 17. E.S.B. 41331/65.*

(230/65) **Flowmeter.** December 14. E.S.B. 41350/65.*

(230/65) **Steam Generator.** December 17. E.S.B. 41344/65.*

(230/65) **Safety Valves.** December 14. E.S.B. 41322/65.*

(230/65) **Circuit Breakers.** December 14. E.S.B. 41334/65.*

(230/65) **Insulation Materials.** December 13. E.S.B. 41335/65.*

(230/65) **Oil Filter Press.** December 13. E.S.B. 41341/65.*

(230/65) **Steel Pipe.** December 16. E.S.B. 41345/65.*

(230/65) **Triethanolamine.** December 15. E.S.B. 41326/65.*

(230/65) **Testing Equipment.** December 18. E.S.B. 41329/65.*

(230/65) **Engineers' Tools.** December 16. E.S.B. 41333/65.*

(230/65) **Gear Motors.** December 11. E.S.B. 41338/65.*

(230/65) **Air Hammer.** December 13. E.S.B. 41339/65.*

(230/65) **Workshop Equipment.** December 13. E.S.B. 41340/65.*

(231/65) **Steel Plate, etc.** December 13. E.S.B. 41336/65.*

(231/65) **Hydraulic Press.** December 16. E.S.B. 41337/65.*

(231/65) **Foil Finishing Mill.** December 18. E.S.B. 41343/65.*

FRANCE

(227/65) **Paper** for NATO, Paris. December 14. E.S.B. 40869/65.*

(228/65) **Paint and Painters' Materials** for Supreme Headquarters, Allied Powers, Europe. December 9. E.S.B. 41046/65.*

GREECE

Institute of Social Insurance:

(230/65) **Dental Materials.** December 14. E.S.B. 41353/65.*

(230/65) **Cardiological Equipment.** December 14. E.S.B. 41352/65.*

Ministry of Trade:

(227/65) **Frozen Beef.** Closing date to be announced later. E.S.B. 40890/65.*

(231/65) **Tachometers.** December 10. E.S.B. 41354/65.*

GUATEMALA

(226/65) **Electrical Equipment** for Instituto Nacional de Electrificacion. December 3. E.S.B. 40863/65.

INDIA

(227/65) **Batteries and Accessories** for Atomic Energy Establishment, Trombay. December 13. E.S.B. 40872/65.

(231/65) **Ash Handling Plant** for Calcutta Electric Supply Corporation Ltd. (Further Information.) Closing date further postponed to December 10. E.S.B. 32075/65.*

(230/65) **Electrical Equipment** for Gujarat Electricity Board. December 31. E.S.B. 41373/65.

(227/65) **Heat Treatment Plant** for Hindustan Aeronautics Ltd. December 20. E.S.B. 41006/65.

Hindustan Cables Ltd.:

(227/65) **Copper Bars.** (Further Information.) Tender documents now available. E.S.B. 39852/65.*

(227/65) **Copper Wire.** (Further Information.) Tender documents now available. E.S.B. 39853/65.*

(230/65) **Switchgear** for Hydel Designs Directorate. December 21. E.S.B. 41376/65.

(230/65) **Power Plant Units** for Indian Posts and Telegraph Department. December 16. E.S.B. 41375/65.

(226/65) **Copper** for Indian Railways. December 20. E.S.B. 40844/65.

(231/65) **Gauging Equipment** for India Supply Mission. December 20. E.S.B. 41390/65.

(226/65) **Printing Machinery** for Madras State Electricity Board. December 15. E.S.B. 40382/65.

IRAQ

(228/65) **Electrical Materials and Accessories** for Administration of Distribution of Oil Products. January 9, 1966. E.S.B. 41049/65.*

(228/65) **Tyres and Tubes** for African Iraqi Trading Company. December 15. E.S.B. 41047/65.

Government Oil Refineries Administration:

(228/65) **M.S. Pipes.** December 25. E.S.B. 41057/65.

(228/65) **Pumping Sets.** December 28. E.S.B. 41048/65.*

Iraqi Ports Administration:

(228/65) **Horizontal Boring and Facing Machine.** December 23. E.S.B. 41062/65.

(228/65) **Rubber Hose.** December 9. E.S.B. 41063/65.

(228/65) **Machine Tools.** December 30. E.S.B. 41060/65.

(228/65) **Concrete Mixers.** December 30. E.S.B. 41061/65.

(228/65) **Constructional Project** for Directorate-General of Irrigation. (Further Information.) Tender documents now available. E.S.B. 38460/65.*

Ministry of Defence:

(228/65) **Distilled Water.** (Further Information.) Tender documents now available. E.S.B. 40166/65.*

(227/65) **Fire Engines: Sewage Carrier Trucks.** January 1, 1966. E.S.B. 40864/65.*

Ministry of Municipal and Rural Affairs:

(228/65) **Transformers.** January 4, 1966. E.S.B. 41059/65.

(228/65) **Transformers.** (Further Information.) Tender documents now available. E.S.B. 39157/65.*

(228/65) **Water Supply Scheme.** (Further Information.) Tender documents now available. E.S.B. 39159/65.*

(228/65) **Telephone Equipment** for Posts, Telegraphs and Telephones Administration. (Further Information.) Tender documents now available. E.S.B. 39815/65.*

IRISH REPUBLIC

(227/65) **Fire-fighting Appliances** for Clare County Council. December 14. E.S.B. 41007/65.

JAPAN

(230/65) **Pump-Turbine Auxiliary Equipment, etc.** for Electric Power Development Company Ltd. January 20, 1966. E.S.B. 41372/65.

(229/65) **Structural Steelwork** for Hanshin High-Speed Corporation. (Advance Information.) Closing date about middle of March 1966. E.S.B. 41066/65.

KENYA

City Council of Nairobi:

(227/65) **Street Lighting Lanterns.** (Further Information.) Tender documents now available. E.S.B. 40369/65.*

(229/65) **Pipes and Accessories.** December 20. E.S.B. 41320/65.*

LEBANON

(229/65) **Electrical and Electro-plating Equipment** for Direction des Adjudications Publiques. (Further Information.) Closing date postponed to December 17. E.S.B. 35242/65.*

LIBYA

(226/65) **Construction of Hospital** for Al-Merj Rehabilitation Organization. January 4, 1966. E.S.B. 40830/65.

Central Tenders Board:

(228/65) **Limestone Factory.** January 31, 1966. E.S.B. 41017/65.

(228/65) **Water Drainage System.** March 7, 1966. E.S.B. 41012/65.

(228/65) **Water Well Repairs.** December 27. E.S.B. 41016/65.

Electricity Corporation of Tripolitania:

(226/65) **Electrification Project.** December 20. E.S.B. 40831/65.

(228/65) **Electrical Materials.** December 21. E.S.B. 41053/65.

(229/65) **Electrical Equipment.** December 22. E.S.B. 41054/65.

(228/65) **Construction Work** for Ministry of Education. December 10. E.S.B. 41018/65.

MALTA

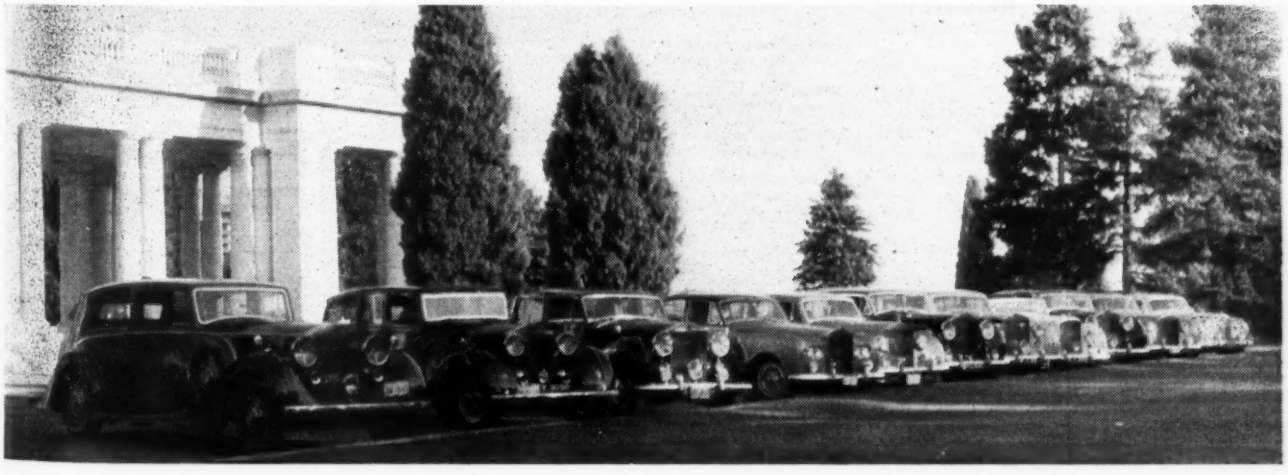
(229/65) **Antibiotics** for Medical and Health Department. December 15. E.S.B. 41085/65.*

(229/65) **Compressed Cork Slabs** for Milk Marketing Undertaking. December 15. E.S.B. 41083/65.*

Public Works Department:

(227/65) **Pipes and Junctions.** December 15. E.S.B. 40868/65.*

(229/65) **Wire Mesh.** December 15. E.S.B. 41084/65.*



A firm, known as Horseless Carriages Inc., established in Denver by two young men from Britain, sells vintage Rolls-Royces and Bentleys. As a promotional gambit they organized a Rolls-Royce Rally which involved going to Santa Fe (386 miles away) for dinner and a performance of 'Madame Butterfly' in a delightful outdoor setting. One of the highlights of the trip (in which only one venerable vehicle failed to reach its destination) was a champagne picnic lunch at the top of La Veta Pass (about 10,500 ft.). The picture was taken in Cheeseman Park, Denver. The Romanesque structure on the left is often used as a backdrop for outdoor theatre performances.

MOROCCO

(230/65) Carding Machines for Ministere du Commerce et de l'Artisanat. Closing date not known. E.S.B. 41630/65.*

(226/65) Sugar Silos for Ministry of Public Works and Communications. December 10. E.S.B. 40843/65.

NETHERLANDS

(230/65) Constructional Project for Directorate of Zuiderzee Works. December 22. E.S.B. 41614/65.

NEW ZEALAND

(227/65) Transformers for Auckland Electric Power Board. January 21, 1966. E.S.B. 41001/65.*

General Post Office:

(226/65) Pencils. January 17, 1966. E.S.B. 40848/65.*

(230/65) Insulating Tape. January 17, 1966. E.S.B. 41363/65.*

(230/65) Pliers. January 17, 1966. E.S.B. 41364/65.*

(230/65) Rules and Measuring Bands. January 18, 1966. E.S.B. 41357/65.

(230/65) Steel Wheels for New Zealand Railways. December 29. E.S.B. 41358/65.*

(228/65) Language Laboratory Equipment for Victoria University of Wellington. December 20. E.S.B. 41011/65.*

Wellington City Corporation:

(228/65) Cable. December 31. E.S.B. 41052/65.

(230/65) Centrifugal Pumps. December 13. E.S.B. 41356/65.*

PAKISTAN

(230/65) Water Meters and Yokes for Dacca and Chittagong Water Supply and Sewerage Authorities. January 17, 1966. E.S.B. 41612/65.

(227/65) Diesel Technological Equipment for Directorate of Supply, EPIDC. December 29. E.S.B. 40847/65.*

(230/65) Marine/Electrical Machinery Accessories for EP Inland Water Transport Authority. December 10. E.S.B. 41611/65.

EP Water and Power Development Authority:

(226/65) Generating Sets. December 11. E.S.B. 40845/65.

(226/65) Pumps. December 15. E.S.B. 40846/65.

Pakistan Western Railway:

(227/65) Workshop Machinery and Plant. (Further Information.) Tender documents now available. E.S.B. 40111/65.*

(227/65) Railway Wagon Parts. (Further Information.) E.S.B. 40816/65.*

PERU

(230/65) Permanent Way Materials for Peruvian Corporation Ltd. December 10. E.S.B. 41392/65.

PORTUGAL

(229/65) Generator Installation for Empresa Termoelectrica Portuguese S.A.R.L. January 6, 1966. E.S.B. 41051/65.

SOUTH AFRICA

(228/65) Vacuum Impreghation Equipment, etc. for South African Railways. December 10. E.S.B. 41005/65.*

State Tender Board:

(230/65) Jacks. December 9. E.S.B. 41100/65.*

(230/65) Casing Spears. December 9. E.S.B. 41301/65.*

(230/65) Pedestal Drills. December 9. E.S.B. 41308/65.*

(230/65) Telecommunication Equipment. December 8. E.S.B. 41094/65.*

(230/65) Lathe. December 9. E.S.B. 41095/65.*

(230/65) Grinding Machine. December 8. E.S.B. 41304/65.*

(230/65) Sluice Gates. December 9. E.S.B. 41302/65.*

(231/65) Punching Machine. December 9. E.S.B. 41305/65.*

Transvaal Provincial Tender Board:

(231/65) Microscopes. December 10. E.S.B. 41393/65.*

(231/65) Blankets and Sheets. December 10. E.S.B. 41394/65.*

(231/65) Cardboard. December 10. E.S.B. 41396/65.*

SPAIN

(229/65) Dam Construction for Ministerio Obras Publicas. December 16. E.S.B. 41055/65.

SUDAN

(230/65) Drugs, Pharmaceuticals, Medical Sundries, etc. for Ministry of Health. December 30. E.S.B. 41309/65.*

(231/65) Creosote for Sudan Railways. December 16. E.S.B. 41628/65.

THAILAND

(228/65) Paint and Lacquer for Directorate of Air Engineering. January 13, 1966. E.S.B. 41031/65.

(226/65) Transformers for Yanhee Electricity Authority. December 1965. E.S.B. 40853/65.

TUNISIA

(227/65) Sack Filling Machine for Ciments Portland de Bizerte. Closing date not known. E.S.B. 40399/65.*

TURKEY

NATO Infrastructure Contract:

(228/65) Construction and Installation of Fuel Storage (POL) Tanks for Turkish Government. Apply by December 20. G.D./1845/65.

UNITED STATES OF AMERICA

(229/65) Carbon Papers for United Nations, Purchase and Transportation Division. December 8. E.S.B. 41079/65.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

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Australia

(230/65) Inquiry for cement product manufacturing machinery; diesel alternator; pumps. E.S.B. 41503/65.

(231/65) Joint venture – civil and industrial engineering and construction E.S.B. 24175/64.

(231/65) References to the Special Advisory Authority. C.R.E. 5541/65.

Belgium

(231/65) Agency inquiry for lubricants; oil and additives. E.S.B. 41596/65.

Bolivia

(228/65) Inquiry for agricultural equipment. E.S.B. 38367/65.

(228/65) Inquiry for hardware; linseed oil; plumbing fixtures; tools. E.S.B. 40994/65.

British Honduras

(231/65) Agency inquiry for tape recorders. E.S.B. 41593/65

Bulgaria/Hungary

(230/65) Trade Agreement. C.R.E. 9467/G.

Canada

(227/65) Agency inquiry for fire alarm systems. E.S.B. 22017/65.

(231/65) Agency inquiry for adhesives; instruments for the petroleum industry; plastics products. E.S.B. 41463/65.

(231/65) Agency inquiry for catering equipment; packing supplies and machinery. E.S.B. 41458/65.

Costa Rica

(227/65) Inquiry for components for sports cars. E.S.B. 40622/65.

(227/65) Inquiry for truck components and parts. E.S.B. 40622/65.

Cyprus

(227/65) Agency inquiry for motor vehicle tyre kits and light bulbs. E.S.B. 9575/65.

Cyprus/Syrian Arab Republic

(230/65) Trade Agreement. C.R.E. 15170/G.

Czechoslovakia/Sweden

(227/65) Trade Protocol. C.R.E. 5097/G.

Finland

(226/65) Agency inquiry for camping equipment; giftware; household articles. E.S.B. 40782/65.

(228/65) Agency inquiry for textiles. E.S.B. 40619/65.

(229/65) Agency inquiry for free cutting steels. E.S.B. 41177/65.

(229/65) Agency inquiry for fabric. E.S.B. 41180/65.

Germany, Federal Republic of

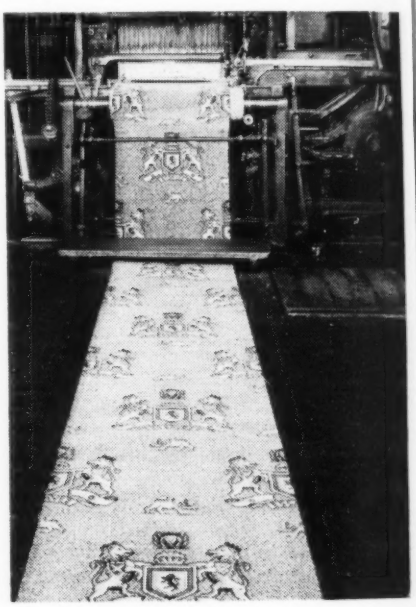
(229/65) Agency inquiry for footwear supplies. E.S.B. 41206/65.

(227/65) Inquiry for reproduction furniture. E.S.B. 40792/65.

(228/65) Inquiry for camping and garden furniture and equipment; car tools and accessories; carpet shampoos; electric drills; fishing tackle; plastics containers; scales; toys. E.S.B. 40741/65.

(229/65) Inquiry for pipe flanges. E.S.B. 26393/65.

(231/65) Inquiry for textile waste and remnants; used linen. E.S.B. 41595/65.



The coat of arms of the Earl of Zetland is the central motif in a carpet design seen here on loom in Carpet Trades Ltd.'s works in Kidderminster. Produced in the company's Tobruk fine quality worsted Wilton, the carpet will be laid in the Earl of Zetland Hotel in Adelaide, South Australia.

Greece

(227/65) Agency inquiry for marine electrical equipment. E.S.B. 40942/65.

Honduras Republic of

(231/65) Agency inquiry for chemicals; colours; glass; paper and boxes E.S.B. 41435/65.

AIR-INDIA

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Hong Kong
(227/65) Inquiry for vehicles and equipment for quarries. E.S.B. 35802/65.

Iran
(229/65) Agency inquiry for ingots. E.S.B. 41153/65.
(228/65) Inquiry for bottle cap making machinery. E.S.B. 27049/65.

Iraq
(227/65) Inquiry for agricultural equipment; chemicals; irrigation equipment – Further Information. E.S.B. 28548/65.

Israel
(227/65) Agency inquiry for photographic supplies E.S.B. 40210/65.
(227/65) Agency inquiry for domestic electrical appliances. E.S.B. 40924/65.
(228/65) Agency inquiry for beverages; confectionery; soap; steel wool. E.S.B. 40910/65.

Italy/Sweden
(229/65) Trade Agreement. C.R.E. 9708/G.

Jamaica
(231/65) Agency inquiry for pole line equipment. E.S.B. 41453/65.

Japan
(231/65) Agency inquiry for glassware and crockery. E.S.B. 41540/65.
(230/65) Inquiry for mining machinery and equipment. E.S.B. 41446/65.
(230/65) Inquiry for shirtings; textiles. E.S.B. 41456/65.
(230/65) Inquiry for toys. E.S.B. 41457/65.
(230/65) Inquiry for ships furniture. E.S.B. 41447/65.
(230/65) Inquiry for textiles. E.S.B. 41432/65.

Kenya
(229/65) Agency inquiry for plastic shower cabinets. E.S.B. 36397/65.
(229/65) Agency inquiry for cases; bags; hold-alls etc.; immersion heaters; suitings. E.S.B. 41200/65.

Leeward Islands
(231/65) Agency inquiry for whisky. E.S.B. 41253/65.
(231/65) Inquiry for souvenirs. E.S.B. 41701/65.

Libya
(231/65) Inquiry for biological specimens and films. E.S.B. 41753/65.

Malaysia
(230/65) Inquiry for cream and soap dispensers; electrical hand dryers; electrical fittings; extractor fan. E.S.B. 39702/65.

Mexico
(229/65) Inquiry for motor cycles and scooters. E.S.B. 40717/65.

Netherlands
(228/65) Agency inquiry for prefabricated houses. E.S.B. 35418/65.

New Zealand
(226/65) Inquiry for electronic and radar equipment. E.S.B. 36804/65.

Pakistan
(228/65) Inquiry for university laboratory equipment. E.S.B. 41125/65.

Rhodesia
(229/65) Inquiry for florists requisites. E.S.B. 41186/65.

South Africa
(227/65) Agency inquiry for crochet trimming. E.S.B. 33708/65.
(227/65) Agency inquiry for smoked salmon. E.S.B. 40906/65.
(228/65) Agency inquiry for electrical materials. E.S.B. 40990/65.

Sudan
(228/65) Inquiry for aluminium foil. E.S.B. 40780/65.

Sweden
(228/65) Agency inquiry for footwear. E.S.B. 41117/65.

Switzerland
(228/65) Agency inquiry for enamelled wire. E.S.B. 40969/65.

Tunisia
(228/65) Inquiry for conditioning plant for seeds. E.S.B. 40915/65.

Turkey
(227/65) Inquiry for brewery plant. E.S.B. 40694/65.
(227/65) Inquiry for oxygen-producing plant. E.S.B. 40911/65.
(227/65) Inquiry for oxygen cylinder filling installation. E.S.B. 39251/65.
(227/65) Inquiry for meat and bone meal production plants. E.S.B. 35085/65.
(229/65) Inquiry for compost plant; livestock; plastics plant. E.S.B. 39252/65.
(229/65) Inquiry for arms and ammunition machinery. E.S.B. 24935/65.
(230/65) Inquiry for electrical equipment and machinery. E.S.B. 39253/65.

United States of America
(226/65) Inquiry for beauticians equipment. E.S.B. 40786/65.
(226/65) Inquiry for fastening devices for leather goods. E.S.B. 40610/65.
(226/65) Inquiry for leather goods; desk items; kitchen gadgets. E.S.B. 40682/65.
(227/65) Inquiry for electric hoist. E.S.B. 40656/65.
(227/65) Inquiry for steel mill machinery and plant. E.S.B. 40676/65.
(227/65) Inquiry for electronic components. E.S.B. 40762/65.
(227/65) Manufacture under licence in Britain – vehicle detector; woven screen memory. E.S.B. 40655/65.
(228/65) Inquiry for tanker trucks. E.S.B. 40914/65.
(228/65) Inquiry for briquetting equipment. E.S.B. 40687/65.
(230/65) Inquiry for darts and dartboards. E.S.B. 41255/65.

Venezuela
(228/65) Agency inquiry for refrigeration gas; tube fittings and connections. E.S.B. 40684/65.

Zambia
(227/65) Inquiry in respect of carpets; furniture; P.V.C. cloth; wood finishes. E.S.B. 40554/65.

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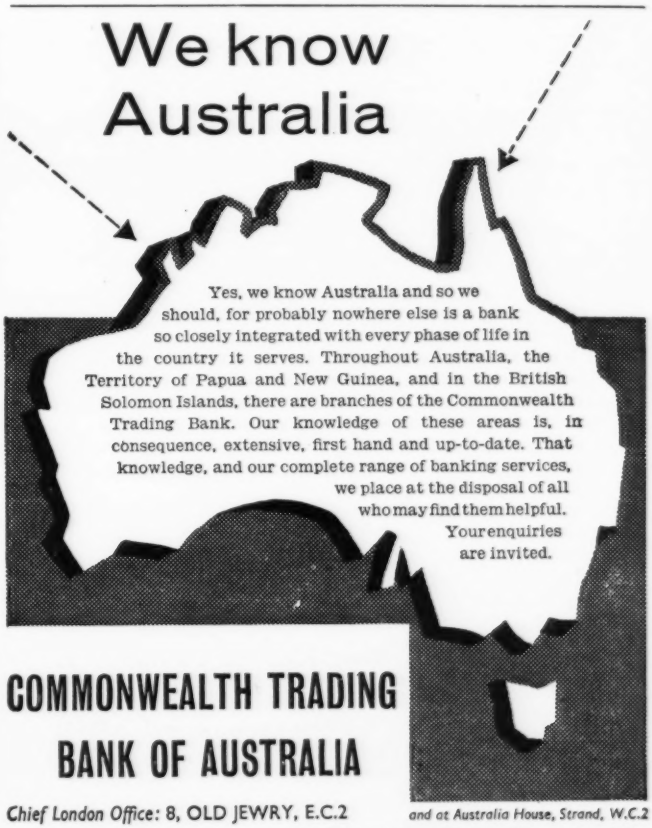

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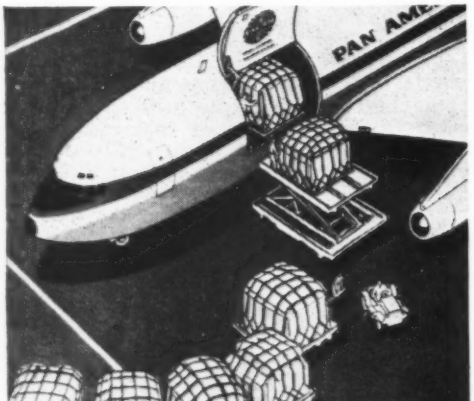

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LETTERS OF APPRECIATION

The letters quoted below have been sent by United Kingdom businessmen to home or overseas officers expressing appreciation for their help.

VIENNA

Returned to my office from the Vienna Fair, I would like to thank you and everyone in your Department for the tremendous support given to the British trade effort at this year's Fair.

Just before we left we had a final talk with our distributor and understood from him that a stream of inquiries was reaching his office as a direct result of this British sales promotion effort, which both he and I are sure will result in a steady growth in business over the next 12 months.

Our most marked impression was not just that the show had been organized from the Vienna end with consummate efficiency, but that everyone from the Embassy concerned with it was so obviously working flat out for British export trade with an enthusiasm and friendliness which was quite delightful to experience.

K. H. Williman & Co. Ltd., Sutton, Surrey

ABIDJAN

I am writing to thank you so much for all the help which you gave me whilst I was in Abidjan. I am most grateful to you for your assistance and I can honestly say I do not know how I would have managed without the assistance and time which you devoted to me.

M. R. Sanders, London

Mr. J. O. Lloyd, head of the British Consulate in Osaka, Japan's main industrial centre, seen (left) during a visit to Perkins' Peterborough headquarters. With Mr. Lloyd is Mr. Alastair Denholm, Perkins' international marketing general regional manager responsible for the Far East who has himself recently returned from a visit to Japan. Perkins have announced an agreement with Toyo Kogyo, a leading Japanese automotive manufacturer, to produce Perkins diesel engines following five years' negotiations involving Mr. Monty Prichard, Perkins managing director, and other senior Perkins officials. Perkins are said to be the world's largest diesel engine manufacturers and claim that last year 84 per cent of their United Kingdom production of £38 million went overseas.

BRUSSELS

The very full information you have provided will undoubtedly be of great value in our examination of the market and we must thank you for your excellent co-operation and diligence on our behalf.

Gerald Macdonald & Co. Ltd., London, E.C.3

NAIROBI

Thank you for your letter. May I congratulate you on the wealth of useful information provided in this letter which very definitely is factual and most helpful to a manufacturer of a small company keen to play its part in the export drive. It is this kind of information which is so important and I could wish we got more of it.

I am deeply grateful for your practical assistance.

Celluware Limited, Newcastle-upon-Tyne

MANILA

I am writing on behalf of Mr. A. M. Carr who at present is away on an overseas visit to express his warmest thanks to you for the very valuable help and assistance given to him when he was in Manila.

We hope that business will develop to the satisfaction of all concerned and in conclusion again would like to express our thanks to you for your kind co-operation.

Prestcold International, Berkshire.

ACCRA

Now that I have returned to the United Kingdom from my visit to West Africa and a further visit to Germany, I would like to thank you and your colleagues for your invaluable assistance during my brief visit to Accra. The background information which you were able to provide was most helpful in enabling us to deal with a number of immediate problems, and we expect in the very near future to sign further orders on very reasonable payment terms.

Baker Perkins Granbull Ltd., London, W.1

BOSTON

I am afraid that this is the first opportunity I have had of writing to you since my return from the United States and Canada, having much to do as a result of my trip. I would, however, like to express my appreciation to you for the ready help and courteous attention you gave to me. This was typical throughout my travels, and I was grateful to the many new friends I made as a consequence.

Victor Morgan (Consultants) Ltd., Bath.

The Editor,
Board of Trade Journal.

In the last few months we have had experience of the kind of help that our Embassies abroad are able to give to British exporters. It is hard to find the words to say how impressed we have been.

To set the background: our firm is a small, privately owned design organization. Our main office is in London, but we have established design companies in Brussels and Oslo. From early on we have sought the help of the Embassies in those capitals. The amount of work, plain hard work, put in by the commercial departments of the Embassies to help us find business has been quite staggering. Even more impressive than that, perhaps, has been the relevance of the work to our problems.

In both capitals the Embassies have taken great pains to find – and to make contact with – exactly the right prospects *for us*. Both have organized receptions for us to which numbers of potential clients have been invited and which the Ambassador has been generous enough to attend. Although the Embassies point out that this is not their normal run of work, the completeness of their organization has been remarkable.

People who have attended both receptions have told me how impressed they are with the vigour and determination with which the Embassies promote British business.

We are deeply grateful as you can imagine.

By the way, we are able to say with certainty that already the work of the Embassies has paid off. Within hours of our reception in Brussels last week we had gained several new commissions.

JAMES PILDITCH,
Chairman, Allied Industrial Designers.

London.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of this issue. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page viii of this issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Book Development Council visit to Far East

Mr. Philip J. Harris, Director-General of The Book Development Council Ltd., intends to visit Malaysia, Singapore, Thailand, Philippines and Hong Kong from November 8 to 30. The purpose of Mr. Harris' visit is to conduct market research into the book trades in the countries concerned and to study patterns of education in the various areas. He will establish contacts with representatives of the book trade association in each country and also hopes to meet chief professional and administrative officers in local Ministries of Education, leading booksellers, publishers, professors of English language and literature, etc.

Mr. Laurie A. Woodhead left London Airport on October 25 on the second leg of a 20,000-mile European tour to boost the industry and the International Instruments, Electronics and Automatic Exhibition at Olympia, London, in May 1966. Mr. Woodhead, deputy chairman of IEA Exhibition Committee and a director of Cossor Instruments Ltd., is touring 20 European cities discussing the exhibition with government departments, industrialists and universities.

Business visit to New Zealand

Mr. A. V. Lawry, deputy chairman and managing director of Contactor Switchgear Limited, Wolverhampton, left Australia (where he has been on a business tour) on November 20 for a 10-day visit to New Zealand, where he will discuss automatic control equipment which is being supplied to Guardian Cement Company at West Port, tyre building control gear for Dunlop New Zealand at Upper Hutt and grabbing crane gear at Wilsons (NZ) Portland Cement, Limited.

Three months' tour

Mr. J. R. Quinn, sales director, and Mr. E. Chadwick, chief design engineer, of Primrose Group Sales (Export) Ltd., are currently on an extensive tour of the Middle East and Far East, which is expected to last three months. During their tour an assessment will be made of competition in their particular field of products, especially from the Japanese automotive industry, and careful study will be made of local practices and transport regulations to ensure that the equipment of the correct design is supplied to each market. The company's products include third axles, twin steers, double drives, semi-trailers and chassis extensions for commercial vehicles.

During their tour, Mr. Quinn and Mr. Chadwick expect to visit Turkey, India, Malaysia, Thailand, Philippines, Taiwan and Hong Kong.

Chairman's visit to South Africa

Mr. C. L. G. Baker, chairman of George Angus & Co. Ltd., Newcastle-upon-Tyne, left the United Kingdom on November 5 for a three-week tour of South Africa and Rhodesia.

His objects are to visit the Angus subsidiary companies in Rhodesia and the Republic of South Africa, for personal contact and conversations with local directors and staff.

Mission to Canada

A party of ten businessmen representing the United Kingdom Committee of the Federation of Commonwealth Chambers of Commerce left on November 5 for Canada where they will be having discussions with the Canadian Committee of the Federation. The United Kingdom delegation, some of whom are already in Canada, consists of the leader, Lord Tweedsmuir, and Wing Commander Aiton, chairman of Aiton and Company; Mr. J. P. Ford, executive director of the Plessey Company Ltd.; Sir Gilbert Laithwaite, a director of Inchcape & Co. Ltd.; Mr. E. K. Litthauer, deputy leader of the Birmingham Business Mission to Canada and director of B.K.L. Alloys Ltd.; Mr. W. J. Luxton, director of the London Chamber of Commerce; Mr. R. B. Stoker, managing director of Manchester Liners Limited; Mr. F. H. Tate, a vice chairman of Tate & Lyle Limited; Mr. J. K. Warburton, secretary of the Birmingham Business Mission to Canada; and Sir Harold Woolley, president of the National Farmers' Union.

The talks with the Canadian Committee were followed by a tripartite meeting between the Canadian and United Kingdom Committee and the United States Chambers, on November 10. International trading relationships with special reference to the European Common Market and the balance of payments position of each country were discussed.

These discussions with Canada take place each year and efforts are being made by the United Kingdom Committee to hold talks with as many Commonwealth countries as possible. Talks have already taken place between the United Kingdom Committee and the Nigerian and Australian Committees of the Federation, and a new series is being inaugurated with the Caribbean Committee in February.

British steel for Argentina

Mr. A. H. Norris, General Sales Manager of G.K.N. Steel Co. Ltd. has been in Buenos Aires between November 12 and 25 to visit customers. During his initial visit in 1962 Mr. Norris appointed as agents Messrs. Hideco, since when substantial tonnages of steel have been shipped principally from Lysaght's Scunthorpe Works but also from Brymbo Steel Works, two constituent companies of the G.K.N. Steel Company. In 1964 the value of steel purchased by leading steel and re-rolling companies in Argentina was over £600,000, a figure likely to be exceeded for 1965.

South African sales tour

Mr. Walter M. Toubkin, director of Electronic Laboratories (Hendon) Ltd., left London for Johannesburg on November 6. While in South Africa, Mr. Toubkin will be demonstrating the 'Minisonic', a new small ultrasonic intruder and fire detector device. He will also be showing the first production model of the new combined chart recording and neon indicating 'Seascribe' echo sounder. The 'Seascribe' complements the 'Seafarer' range of echo sounder, which is said to have now captured over half the European yachtsmen's market, and is exported to over 40 different countries.

Mr. Norman Grimshaw (left), chairman, and Mr. Fernley A. Parker, deputy chairman of Vitafoam Ltd., Manchester, leaving London Airport on October 24 for a fortnight's visit to the United States.

Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

Personal aircraft for the President of Venezuela

The Venezuelan Ministry of Defence has placed an order with Hawker Siddeley Aviation for a Hawker Siddeley 748 to be used as the personal aircraft of The President of Venezuela, HE Raul Leoni. The 748, powered by two Rolls-Royce R. Da. 7 engines, will have a specially-designed interior and will be equipped to carry 22 passengers. It will be delivered to Caracas in the Spring of 1966.

The Hawker Siddeley 748 is currently in service with three heads of state, HM The Queen and members of the British Royal Family, HM King Bumiphol of Thailand and the President of Brazil.

Marine engines for Singapore

The Singapore agents for Transport Equipment (Thornycroft) Limited, Thornycroft (Malaysia) have placed repeat orders for eighteen Thornycroft Marine diesel engines, valued over £50,000.

German builder buys British bungalow

Herr Michels, a German builder, has purchased a luxury 3-bedroomed 'Bahama' bungalow from Guildway (Deutschland) GmbH of Hamburg. The bungalow was delivered from Guildway's works in Guildford, England, by lorry and ship.

£345,000 exports for new computer

English Electric Leo Marconi announces the first export orders for the company's new System 4 computer – two machines together worth £345,000. O.K. Bazaars (1929) Ltd. of Johannesburg, South Africa, has ordered a System 4/50 worth R450,000 (£225,000) and Wright Stephenson & Company Ltd. of Wellington, New Zealand, a System 4/30 worth £120,000.

Burma Government awards saw contract in United Kingdom

The whole of the Burmese Government's annual contract for circular saws has been placed with Spear & Jackson Limited, Sheffield, according to the company.

Fixed station power supplies for Singapore

An order from Singapore has been received by Valradio Ltd., Feltham, Middlesex, to the total value of approximately £25,000 for Valradio filtered power supplies, for use in conjunction with the Cossor VHF radio telephone equipment Type CC. 15 ABWX6.

£1 million transformer contracts

Bruce Peebles & Co. Limited, Edinburgh, announce that they have received contracts worth approximately £1 million for transmission transformers for Australia, South Africa and the United Kingdom.

£20,000 export order

An order worth approximately £20,000 for a 25-ton mechanical draw bench has been placed with Brookes (Oldbury) Ltd., a TI company of Oldbury, Birmingham, by McKechnie Brothers (NZ) Ltd., of New Plymouth, New Zealand.

Carpet company's export successes

Carpets for a Norwegian ship, a Finnish hotel, and a Swedish restaurant and bank are among recent export successes reported by The Carpet Manufacturing Company Limited of Kidderminster.

In addition, a shipment of nearly £9,000-worth of Globe and Super Globe qualities has been exported to Accra, Ghana. The order was placed by the Ghana National Training Corporation during a buying trip to Britain.

Radio systems for Peruvian patrol craft

Redifon Ltd., London, have engineered and installed two independent radio communication systems on each of six new Peruvian patrol craft designed and recently completed by Vosper Ltd., Portsmouth.

Equipment for Mexican railways

An order for fire protection equipment to be installed in 40 railcars being built for Mexican National Railways has been placed with Graviner (Colnbrook) Limited by Metropolitan-Cammell Limited of Birmingham.

Scottish putty for Iraq

Thomas McIntyre & Co. Ltd., paint and putty manufacturers, of Glasgow, are to supply 94 tons of steel sash putty for use on new buildings in Iraq. The collective orders are worth over £4,000.

£220,000 order from China

A £220,000 order for machine tools, including an automated Link-Line system which will be used to produce layshaft gears for truck gearboxes, has been placed with the Export Division of the Charles Churchill Group, Birmingham, for delivery to the People's Republic of China during 1966.

Electric sprayers for Australia

An initial order for 1,300 Burgess airless electric sprayers has been received by Burgess Products Co. Ltd., Electric Tools Division, Sapcote, Leicester.

Large furnace for Italy

An order valued at £60,000 has been received from Fonderie E. Smalterie Genovesi of Spoleto, Italy, for a Birlec malleablising furnace for whiteheart cast iron. It is to be built under licence from AEI-Birlec Limited, Aldridge, Staffordshire, in Italy by Societa Construzioni Elettrotermiche Industriali.

Furnace order from China

AEI-Birlec Limited, Aldridge, Staffordshire, have obtained an order from China worth £63,000.

Birlec are to supply a complete carburizing installation comprising a continuous gas furnace with associated atmosphere generators, degreasing machine and an electric tempering furnace. It is believed to be the first unit of its kind to be supplied to China from the West.

Trinidad/Tobago submarine power cable

British Insulated Callender's Cables Limited announce that their £200,000 contract from the Trinidad and Tobago Electricity Commission for the supply and installation of 24 statute miles of 33kV three core submarine gas filled power cable has been carried out and that the cable has been successfully tested.

Canadian contract for diesel engines

In competition with American, Continental and British firms, Mirrlees National Ltd., a Hawker Siddeley company, has received an order for five KVSS 12 diesel engines for Canada. This contract valued at £500,000 was negotiated by Hawker Siddeley Diesels and Electrics, Canada.

Sawmilling machines for China

Stenner of Tiverton Ltd., sawmilling machinery manufacturers have secured their first order in China. Following several months of negotiation and technical discussion they have received a contract to supply one of their largest and latest bandmilling machines complete with log-loading and turning equipment. The value of the contract is about £17,000.

Hong Kong contract for telephone equipment

Further extensions to the Shamshuipo exchange of the Hong Kong Telephone Company have been ordered under a £450,000 contract with ATE of the Plessey Telecommunications Group.

Automatic steering for Dutch vessels

The Marine and Navigation Division of S. G. Brown Limited, a Hawker Siddeley company, has received orders to fit automatic steering to seven oil rig supply vessels owned by Smit Lloyd of Rotterdam, the first of which is already in service.

A new demonstration vehicle of Racal Communications Ltd., set off on its first tour recently. It will visit West Germany, stopping at a number of pre-arranged centres. The vehicle has been specially fitted out to show a selection of the Group's communications equipment and a full range of digital instruments from Racal Instruments Ltd., together with VLF calibration equipment.

Tariff, Customs and Import Regulations in overseas countries

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

References to the Special Advisory Authority

DETAILS WERE GIVEN in the *Board of Trade Journal* of March 2, 1962 (page 472) of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative or as an addition to temporary duties.

A reference has now been made to the Special Advisory Authority in respect of **woven fabrics of glass fibre** (Tariff Item 70.20.29), excluding fabrics (a) for insect screening (b) from fancy yarns, and (c) Jacquard, dobby or other fancy weaves.

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Item	Goods	Rates of Duty	
		General	Preferential
70.20	Glass fibre (including wool), yarns, fabrics, and articles made therefrom:		
70.20.2	Yarns: cords and cordage; braids; fabrics:		
*70.20.210	Plastic coated yarns	45%	35%
*70.20.220	Cords and cordage	30%	20%
70.20.290	Other	30%	20%

* These sub-paragraphs are shown for information only: they do not form part of the reference.

The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2. (Tel. Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2318 or 2319), quoting reference No. CRE 5541/65.

Working virtually non-stop on cattle haulage from March to September are three of these Leyland Buffalo cattle trains of Diamantina Transport, of Winton in Queensland, Australia. During a normal day the 230-h.p. Leylands cover 250 to 300 miles at an average 20 m.p.h. Normally the Buffalos haul three dog trailers in addition to carrying a stock crate. Each dog trailer is 30 to 36 ft. long, and the train is stopped every 10 miles to check on the condition of the cattle.

Special Advisory Authority inquiry result

A NOTICE was published in the *Board of Trade Journal* on October 29, (page 1058) to the effect that a reference had been made to the Australian Special Advisory Authority in respect of **continuous filament polyamide raw yarns** (Tariff Item 51.01.999).

The inquiry has now been held and as a result of the Special Advisory Authority's recommendations an additional temporary duty of 18d. per lb. has been imposed.

This new duty does not apply to goods in transit on, or before, October 15, 1965, and entered for home consumption within 21 days of importation.

Further details will be published as soon as possible.

Note: Specific rates are quoted in Australian currency: £A125= £100 Sterling.

Tariff changes

CHANGES HAVE BEEN MADE in the Australian Tariff affecting the rates of duty payable on (a) pigments and colour lakes, (b) mica capacitors, (c) certain measuring, controlling and recording equipment, (d) electric typewriters, (e) safety razors, and (f) outboard engines.

Full details of these changes will be published as soon as possible, and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

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Details of tariff changes

DETAILS are given below of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on October 29, 1965. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
46.02	Plaiting materials bound together in parallel strands or woven, in sheet form, including matting, mats and screens, straw envelopes for bottles:				
46.02.99	[Of other materials:				
46.02.991	Woven, consisting of monofilaments of artificial plastic materials or containing not less than 20% by weight of such monofilaments	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.	22½% Primage Duty 10% (Under new item 46.02.990)	5% 5%
46.02.999	Other]	22½% Primage Duty 10%	5% 5%	No change (Under new item 46.02.990)	
46.02.990	*Of other materials*	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.	22½% Primage Duty 10%	5% 5%
		(Under former item 46.02.991) No change (Under former item 46.02.999)			
50.09	Woven fabrics of silk or of waste silk other than noil:				
50.09.4	Wholly, or containing not less than 50% by weight of silk, not being goods falling within sub-item 50.09.2 or 50.09.3:				
50.09.49	Other:				
50.09.491	[Containing not less than 20% by weight of man-made fibres	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.	22½% (Under new item 50.09.491)	7½%
50.09.492	Containing man-made fibres, not being goods falling within sub-paragraph 50.09.491	4d. per sq. yd.	1½d. per sq. yd.		
50.09.493	Having a value not exceeding 2s. 10d. per square yard, not being goods falling within sub-paragraph 50.09.491 or 50.09.492]	22½%	7½%		
50.09.491	*Having a value not exceeding 2s. 10d. per square yard*	No Change (Under former item 50.09.493) 4d. per sq. yd. 1½d. per sq. yd. (Under former item 50.09.492) 2s. 8½d. per sq. yd. 2s. 6d. per sq. yd. (Under former item 50.09.491)		22½%	7½%
50.10	Woven fabrics of noil silk:				
50.10.4	Wholly, or containing not less than 50% by weight, of silk, not being goods falling within sub-item 50.10.2 or 50.10.3:				
50.10.49	Other:				
50.10.491	[Containing not less than 20% by weight of man-made fibres	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.	22½% (Under new item 50.10.491)	7½%
50.10.492	Containing man-made fibres, not being goods falling within sub-paragraph 50.10.491	4d. per sq. yd.	1½d. per sq. yd.		
50.10.493	Having a value not exceeding 2s. 10d. per square yard, not being goods falling within sub-paragraph 50.10.491 or 50.10.492]	22½%	7½%		
50.10.491	*Having a value not exceeding 2s. 10d. per square yard*	No change (Under former item 50.10.493) 4d. per sq. yd. 1½d. per sq. yd. (Under former item 50.10.492) 2s. 8½d. per sq. yd. 2s. 6d. per sq. yd. (Under former item 50.10.491)		22½%	7½%
51.04	[Woven fabrics of continuous man-made fibres, including woven fabrics of monofil or strip described in item 51.01 or 51.02:				
51.04.1	Fabrics for waterproofing, as prescribed by by-law; Jacquard patterned fabrics wholly of man-made fibres or wholly of man-made fibres and cotton or wholly of man-made fibres and flax or wholly of man-made fibres, cotton and flax, defined for cutting up for the manufacture of hemmed or hem-stitched table cloths or serviettes, as prescribed by by-law				
51.04.110	Fabrics for waterproofing	22½%	10%	55% or, if higher, 2s. per sq. yd. (Under new item 51.04.991) 5s. per sq. yd. (Under new item 51.04.999)	55%, *less* 2½d. per sq. yd. or, if higher, 1s. 9½d. per sq. yd. 4s. 9½d. per sq. yd.
51.04.190	Other	4d. per sq. yd.	1½d. per sq. yd.	2½d. per sq. yd. (Under new item 51.04.91)	Free
51.04.2	Tyre cord fabric; fabrics containing not less than 20% by weight of wool:				
51.04.210	Tyre cord fabric	2s. per lb., or, if higher, 20%	1s. 9d. per lb.	No change (Under new item 51.04.21)	
51.04.29	Other:				
51.04.291	Containing hair, of a kind used for interlining apparel	45%	30%	No change (Under new item 51.04.11)	
51.04.292	Weighing not more than 4·5 ounces per square yard, not being goods falling within sub-paragraph 51.04.291	45%	22½%	No change (Under new item 51.04.12)	
51.04.293	Weighing more than 4·5 ounces per square yard, not imitating furs and not being goods falling within sub-paragraph 51.04.291	45% or, if higher 5s. 6d. per sq. yd.	22½% or, if higher, 5s. 6d. per sq. yd. *less* 22½%	No change (Under new item 51.04.199)	
51.04.299	Other	45% or, if higher 5s. 6d. per sq. yd.	32½% or, if higher 5s. 6d. per sq. yd. *less* 12½%	No change (Under new item 51.04.191)	
51.04.300	Bed ticking containing 50% or more by weight of man-made fibres, not being fabrics falling within sub-item 51.04.2	2s. 8½d. per sq. yd. *less*, 15%; or, if higher, 1s. 8½d. per sq. yd.	2s. 6d. per sq. yd. *less* 15%; or, if higher, 1s. 6d. per sq. yd.	5s. per sq. yd. (Under new item 51.04.999) 55% or, if higher, 2s. per sq. yd. (Under new item 51.04.991)	4s. 9½d. per sq. yd. 55% *less* 2½d. per sq. yd. or, if higher, 1s. 9½d. per sq. yd.
51.04.400	Elastomeric fabrics weighing not more than 15 ounces per square yard, not being fabrics falling within sub-item 51.04.2	2½d. per sq.yd.	Free	No change (Under new item 51.04.29)	
51.04.500	Weighing 6 ounces or more per square yard, of a kind that, either as imported or when further processed, is principally used for furnishings, drapes or upholstery, not printed in fast colours and not being goods falling within sub-item 51.04.2, 51.04.3 or 51.04.4	50% or if higher, 2s. 8½d. per sq. yd. and 2s. per sq. yd. *less* 12½% of the f.o.b. price	50% *less* 2½d. per sq. yd. or, if higher, 2s. 6d. per sq. yd. and 2s. per sq. yd. *less* 12½% of the f.o.b. price	55% (Under new item 51.04.3)	55% *less* 2½d. per sq. yd.

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
51.04.600	Being goods not falling within sub-item 51.04.2, as prescribed by by-law	2½d. per sq. yd.	Free	No change (Under new item 51.04.91)	
51.04.9	Other:			Various (Under new items 51.04.991, 51.04.999)	
51.04.91	Weighing not more than 15 ounces per square yard:				
51.04.911	Having a f.o.b. price not exceeding 4s. per square yard	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.	55% or, if higher, 2s. per sq. yd.	55% less 2½d. per sq. yd., or, if higher, 1s. 9½d. per sq. yd.
51.04.912	Having a f.o.b. price exceeding 4s. per square yard and not exceeding 5s. 8d. per square yard:	2s. 8½d. per sq. yd. and a temporary duty of an amount per sq. yd. ascertained in accordance with note 5 to this Chapter	2s. 6d. per sq. yd. and a temporary duty of an amount per sq. yd. ascertained in accordance with note 5 to this Chapter	55% or, if higher, 2s. per sq. yd. (Under new item 51.04.991)	55% *less* 2½d. per sq. yd. or, if higher, 1s. 9½d. per sq. yd.
	Alternative rate calculation: Column 3: 2s. 8½d. per sq. yd. and a temporary duty of ¾d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 4s. per sq. yd. Column 4: 2s. 6d. per sq. yd. and a temporary duty of ¾d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 4s. per sq. yd.				
51.04.913	Having a f.o.b. price exceeding 5s. 8d. per square yard and not exceeding 10s. per square yard:	2s. 8½d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd. less an amount per sq. yd. ascertained in accordance with Note 6 to this Chapter if the f.o.b. price exceeds 7s. 6d. per sq. yd.	2s. 6d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd. less an amount per sq. yd. ascertained in accordance with Note 6 to this Chapter if the f.o.b. price exceeds 7s. 6d. per sq. yd.	55% or, if higher, 2s. per sq. yd. (Under new item 51.04.991) 5s. per sq. yd. (Under new item 51.04.999)	55% less 2½d. per sq. yd. or if higher 1s. 9½d. per sq. yd. 4s. 9½d. per sq. yd.
	Alternative rate calculation: Column 3: 2s. 8½d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd. less ½d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 7s. 6d. per sq. yd. Column 4: 2s. 6d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd. less ½d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 7s. 6d. per sq. yd.				
51.04.914	Having a f.o.b. price exceeding 10s. per square yard	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.	5s. per sq. yd. (Under new item 51.04.999)	4s. 9½d. per sq. yd.
51.04.92	Weighing more than 15 ounces per square yard and not more than 18 ounces per square yard				
51.04.921	Having a f.o.b. price not exceeding 4s. per square yard	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.	55% or, of higher, 2s. per sq. yd. (Under new item 51.04.991)	55% less 2½d. per sq. yd. or, if higher, 1s. 9½d. per sq. yd.
51.04.922	Having a f.o.b. price exceeding 4s. per square yard and not exceeding 5s. 8d. per square yard:	2s. 8d. per sq. yd. and an amount per sq. yd. ascertained in accordance with Note 5 to this Chapter	2s. 6d. per sq. yd. and an amount per sq. yd. ascertained in accordance with Note 5 to this Chapter	55% or, if higher, 2s. per sq. yd. (Under new item 51.04.991)	55% less 2½d. per sq. yd. or, if higher, 1s. 9½d. per sq. yd.
	Alternative rate calculation: Column 3: 2s. 8½d. per sq. yd. and an additional duty of ¾d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 4s. per sq. yd. Column 4: 2s. 6d. per sq. yd. and an additional duty of ¾d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 4s. per sq. yd.				
51.04.923	Having a f.o.b. price exceeding 5s. 8d. per square yard and not exceeding 10s. per square yard	3s. 11½d. per sq. yd. less an amount per sq. yd. ascertained in accordance with Note 6 to this Chapter if the f.o.b. price exceeds 7s. 6d. per sq. yd.	3s. 9d. per sq. yd. less an amount per sq. yd. ascertained in accordance with Note 6 to this Chapter if the f.o.b. price exceeds 7s. 6d. per sq. yd.	55% or, if higher 2s. per sq. yd. (Under new item 51.04.991) 5s. per sq. yd. (Under new item 51.04.999)	55% less 2½d. per sq. yd. or, if higher, 1s. 9½d. per sq. yd. 4s. 9½d. per sq. yd.
	Alternative rate calculation: Column 3: 3s. 11½d. per sq. yd. less ½d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 7s. 6d. per sq. yd. Column 4: 3s. 9d. per sq. yd. less ½d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 7s. 6d. per sq. yd.				
51.04.924	Having a f.o.b. price exceeding 10s. per square yard	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.	5s. per sq. yd. (Under new item 51.04.999)	4s. 9½d. per sq. yd.
51.04.990	Other]	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.		
51.04	*Woven fabrics of continuous man-made fibres including woven fabrics of monofil or strip falling within item 51.01 or 51.02:*				
51.04.1	*Fabrics containing not less than 20% by weight of wool:*				
51.04.11	*Fabrics containing hair, of a kind used for interlining apparel*	No change (Under former item 51.04.291)		45%	30%
51.04.12	*Fabrics weighing not more than 4·5 ounces per square yard, not being fabrics falling within paragraph* 51.04.11	No change (Under former item 51.04.292)		45%	22½%
51.04.191	*Fabrics imitating fur*	No change (Under former item 51.04.299)		45% or, if higher, 5s. 6d. per sq. yd.	32½% or, if higher, 5s. 6d. per sq. yd. less 12½%
51.04.199	*Other*	No change (Under former item 51.04.293)		45% or if higher, 5s. 6d. per sq. yd.	22½% or, if higher, 5s. 6d. per sq. yd. less 22½%
51.04.2	*Elastomeric fabrics weighing not more than 15 ounces per square yard and tyre cord fabrics, not being fabrics falling within sub-item* 51.04.1:				
51.04.21	*Tyre cord fabrics*	No change (Under former item 51.04.210)		2s. per lb., or, if higher, 20% 2½d. per sq. yd.	1s. 9d. per lb. Free
51.04.29	*Other*	No change (Under former item 51.04.400)			
51.04.3	*Fabrics that:* *Do not contain wool, or, if containing wool, contain less than 20% by weight of wool; have a value exceeding 9s. 1d. per square yard; and weigh:* *6 ounces or more per square yard and are of Jacquard, dobby, sateen or like weaves; or:* *9 ounces or more per square yard and are of fancy weaves or are woven from fancy yarns*	50%, or if higher, 2s. 8½d. per sq. yd.; and 2s. per sq. yd. less 12½% of the f.o.b. price	50% less 2½d. per sq. yd. or, if higher, 2s. 6d. per sq. yd. and 2s. per sq. yd. less 12½% of the f.o.b. price	55%	55%, less 2½d. per sq. yd.
		(Under former item 51.04.500)			
51.04.9	*Other:*				
51.04.91	*As prescribed by by-law*	4d. per sq. yd. (Under former item 41.04.190)	1½d. per sq. yd.	2½d. per sq. yd.	Free
		No change (Under former item 51.04..600)			
		22½% (Under former item 51.04.110)	10%		
51.04.99	*Other:*				
51.04.991	*Having a value not exceeding 9s. 1d. per sq. yd.*	Various (Under former items 51.04.100 51.04.300, 51.04.600, 51.04.911, 51.04.912, 51.04.913, 51.04.921, 51.04.922, 51.04.923)		55%, or, if higher, 2s. per sq. yd.	55%, less 2½d. per sq. yd. or, if higher, 1s. 9½d. per sq. yd.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
51.04.999	*Other*	Various (Under former items 51.04.110, 51.04.300, 51.04.600, 51.04.913 51.04.914, 51.04.923, 51.04.924 51.04.990)		5s. per sq. yd.	4s. 9½d. per sq. yd.
54.05	Woven fabrics of flax or of ramie:				
54.05.9	Other:				
54.05.95	[Other, containing not less than 20% by weight of man made fibres:				
54.05.951	As prescribed by by-law	2½d. per sq. yd.	Free		
54.05.952	Having an f.o.b. price not exceeding 4s. per square yard	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.		
54.05.953	Having a f.o.b. price exceeding 4s. per square yard and not exceeding 5s. 8d. per square yard	2s. 8½d. per sq. yd. and a temporary duty of an amount per sq. yd. ascertained in accordance with Note 1 to this Chapter	2s. 6d. per sq. yd. and a temporary duty of an amount per sq. yd. ascertained in accordance with Note 1 to this Chapter		
	Alternative rate calculation: Column 3: 2s. 8½d. per sq. yd. and a temporary duty of ⅛d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 4s. per sq. yd. Column 4: 2s. 6d. per sq. yd. and a temporary duty of ⅛d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 4s. per sq. yd.				
54.05.954	Having a f.o.b. price exceeding 5s. 8d. per square yard and not exceeding 10s. per square yard	2s. 8½d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd. less an amount per sq. yd. ascertained in accordance with Note 2 to this Chapter if the f.o.b. price exceeds 7s. 6d. per sq. yd.	2s. 6d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd. less an amount per. sq. yd. ascertained in accordance with Note 2 to this Chapter if the f.o.b. price exceeds 7s. 6d. per sq. yd.	22½% Primage duty 10% Other than fabrics wholly or containing not less than 50% by weight, of flax (Under new item 54.05.990)	5% Primage duty 5% Other than fabrics wholly or containing not less than 50% by weight, of flax (Under new item 54.05.990)
	Alternative rate calculation: Column 3: 2s. 8½d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd. less ½d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 7s. 6d. per sq. yd. Column 4: 2s. 6d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd. less ½d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 7s. 6d. per sq. yd.				
54.05.955	Having a f.o.b. price exceeding 10s. per square yard	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.		
54.05.99	Other				
54.05.991	Containing man-made fibres	4d. per sq. yd.	1½d. per sq. yd.		
54.05.999	Other]	22½% Primage 10%, other than fabrics wholly, or containing not less than 50% by weight, of flax	5% Primage 5%, other than fabrics wholly or containing not less than 50% by weight, of flax		
54.05.990	*Other*	Various (Under former items 54.05.951, 54.05.952, 54.05.953, 54.05.954, 54.05.955, 54.05.991, 54.05.999)		22½% Primage 10%, other than fabrics wholly, or containing not less than 50% by weight, of flax	5% Primage 5%, other than fabrics wholly, or containing not less than 50% by weight, of flax
55.07	[Cotton gauze:				
55.07.100	Printed, dyed or coloured	2d. per sq. yd.	½d. per sq. yd. or, if lower, 5%	2½% (Under new item 55.07.000)	Free (Under new item 55.07.000)
55.07.200	Bleached, not printed, dyed or coloured	1d. per sq. yd.	½d. per sq. yd., or, if lower, 5%		
55.07.900	Other]	⅞d. per sq. yd.	½d. per sq. yd. or, if lower, 5%		
55.07.000	*Cotton gauze*	Various (Under former items 55.07.100, 55.07.200, 55.07.900)		2½%	Free
55.09	Other woven fabrics of cotton:				
55.09.1	[Fabrics being tablecloths, handkerchiefs and serviettes cut to size and fabrics defined for cutting up for the manufacture of hemmed or hemstitched cosies, doyleys, handkerchiefs, pillow shams, serviettes, table centres, tablecloths, table covers, table runners, tray cloths or window blinds, the fabrics not containing wool or man-made fibres, as prescribed by by-law; jacquard patterned fabrics wholly of cotton and man-made fibres or wholly of cotton, man-made fibres, and flax, defined for cutting up for the manufacture of hemmed or hemstitched tablecloths or serviettes, as prescribed by by-law; fabrics of plain or matt weaves, wholly of cotton, not exceeding 7 ounces per square yard, for bag making, as prescribed by by-law; fabrics wholly of cotton, coloured woven but not printed, defined for cutting up for the manufacture of hemmed or hemstitched scarves or kerchiefs for the head or neck, as prescribed by by-law:				
55.09.110	Jacquard patterned fabrics wholly of cotton and man-made fibres or wholly of cotton, man-made fibres and flax, defined for cutting up for the manufacture of hemmed or hemstitched tablecloths or serviettes	4d. per sq. yd.	1½d. per sq. yd.	2½d. per sq. yd. (Under new item 55.09.221)	Free (Under new item 55.09.221)
55.09.120	Fabrics of plain or matt weaves, wholly of cotton, not exceeding 7 ounces per square yard, for bag making	Free	Free	2½% (Under new item 55.09.231) No change (Under new item 55.09.31)	Free (Under new item 55.09.231)
55.09.130	Fabrics wholly of cotton, coloured woven but not printed, defined for cutting up for the manufacture of hemmed or hemstitched scarves or kerchiefs for the head or neck	12½%	5%		
55.07.19	Other:				
55.09.191	Printed, dyed or coloured	2d. per sq. yd.	½d. per sq. yd., or, if lower, 5%	2½% (Under new item 55.09.39)	Free (Under new item 55.09.39)
55.09.192	Bleached, not printed, dyed or coloured	1½d. per sq. yd.	½d. per sq. yd., or, if lower, 5%	55% (Under new item 55.09.49)	45% (Under new item 55.09.49)
55.09.199	Other	1½d. per sq. yd.	½d. per sq. yd., or, if lower, 5%		
55.09.2	Bed ticking, wholly of cotton or of cotton and flax, woven wholly or partly from coloured yarns; bed ticking containing man-made fibres and, if containing wool, containing less than 20% by weight of wool; blanketing; rugging; tyre cord fabric; fabric for the manufacture of sponge cloths, sweat rags and dorset cloths; fabric of huckaback or honeycomb weaves; fabric containing not less than 20% by weight of wool:				
55.09.210	Bed ticking, wholly of cotton or of cotton and flax, woven wholly or partly from coloured yarns	1½d. per sq. yd.	½d. per sq. yd., or, if lower, 5%	2½% (Under new item 55.09.39)	Free (Under new item 55.09.39)
55.09.220	Bed ticking containing man-made fibres and, if containing wool, containing less than 20% by weight of wool	4d. per sq. yd.	1½d. per sq. yd.	55% (Under new item 55.09.49)	45% (Under new item 55.09.49)
55.09.23	Blanketing; rugging:				
55.09.231	Blanketing wholly of cotton	22½%	5%	No change (Under new item 55.09.111)	
55.09.239	Other	40%	17½%	No change (Under new item 55.09.119)	
55.09.240	Tyre cord fabric	30% and 4d. per lb.	12½% and 4d. per lb.	No change (Under new item 55.09.12)	

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
55.09.250	Fabric for the manufacture of sponge cloths, sweat rags and dorset cloths	52½% Primage 10% 55%	27½% Primage 5% 17½%	No change (Under new item 55.09.14)	
55.09.260	Fabric of huckaback or honeycomb weaves			No change (Under new item 55.09.13)	
55.09.29	Other:				
55.09.291	Containing hair, of a kind used for interlining apparel	45%	30%	No change (Under new item 55.09.191)	
55.09.292	Weighing more than 4·5 ounces per square yard, not being fabrics falling within sub-paragraph 55.09.291	45%	22½%	No change (Under new item 55.09.192)	
55.09.293	Weighing more than 4·5 ounces per square yard, not being fabrics falling within sub-paragraph 55.09.291 and not imitating furs	45%, or if higher, 5s. 6d. per sq. yd.	22½%, or, if higher, 5s. 6d. per sq. yd., less 22½%	No change (Under new item 55.09.199)	
55.09.299	Other	45%, or, if higher, 5s. 6d. per sq. yd.	32½%, or, if higher, 5s. 6d. per sq. yd., less 12½%	No change (Under new item 55.09.193)	
55.09.3	Weighing less than 4 ounces per square yard, not being fabrics falling within sub-item 55.09.1 or 55.09.2:				
55.09.31	Containing not less than 20% by weight of man-made fibres:				
55.09.311	As prescribed by by-law	2½d. per sq. yd.	Free	No change (Under new item 55.09.221)	
55.09.312	Having a f.o.b. price not exceeding 4s. per square yard	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.	Various (Under new item 55.09.222)	
55.09.313	Having a f.o.b. price exceeding 4s. per square yard and not exceeding 5s. 8d. per square yard Alternative rate calculation: Column 3: 2s. 8½d. per sq. yd. and a temporary duty of ¾d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 4s. per sq. yd. Column 4: 2s. 6d. per sq. yd. and a temporary duty of ¾d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 4s. per sq. yd.	2s. 8½d. per sq. yd. and a temporary duty of an amount per sq. yd. ascertained in accordance with Note 4 to this Chapter.	2s. 6d. per sq. yd. and a temporary duty of an amount per sq. yd. ascertained in accordance with Note 4 to this Chapter.	55%, or, if higher, 2s. per sq. yd.	55%, less 2½d. per sq. yd. or, if higher, 1s. 9½d. per sq. yd. (Under new item 55.09.222)
55.09.314	Having a f.o.b. price exceeding 5s. 8d. per square yard and not exceeding 10s. per square yard Alternative rate calculation: Column 3: 2s. 8½d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd., less ½d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 7s. 6d. per sq. yd. Column 4: 2s. 6d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd., less ½d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 7s. 6d. per sq. yd.	2s. 8½d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd., less an amount per sq. yd. ascertained in accordance with Note 5 to this Chapter if the f.o.b. price exceeds 7s. 6d. per sq. yd.	2s. 6d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd., less an amount per sq. yd. ascertained in accordance with Note 5 to this Chapter if the f.o.b. price exceeds 7s. 6d. per sq. yd.	Various (Under new items 55.09.222 55.09.229)	
55.09.315	Having a f.o.b. price exceeding 10s. per square yard	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.		
55.09.32	Of a kind suitable for use as bed sheeting or pillow casing or in the making up of bed sheets or pillow cases, weighing not less than 3 ounces per square yard, not printed and not having a raised nap, not being fabrics falling within paragraph 55.09.31:				
55.09.321	Dyed or coloured fabrics, as prescribed by by-law	2d. per sq. yd.	½d. per sq. yd., or, if lower, 5%		
55.09.322	Bleached fabrics, not printed, dyed or coloured, as prescribed by by-law	1d. per sq. yd.	½d. per sq. yd., or, if lower, 5%	2½% (Under new item 55.09.321)	Free
55.09.323	Fabrics, not bleached, printed, dyed or coloured, as prescribed by by-law	⅝d. per sq. yd.	½d. per sq. yd., or, if lower, 5%		
55.09.324	Weighing not less than 3·5 ounces per square yard	30%, and a temporary duty of 15%	30% less ⅝d. per sq. yd. and a temporary duty of 15%	55% or, if lower, 2s. 6d. per sq. yd. (Under new item 55.09.329)	52½% or, if lower, 2s. 6d. per sq. yd. less 2½%
55.09.325	Weighing less than 3·5 ounces per square yard, dyed or coloured	2d. per sq. yd. and a temporary duty of 40%	½d. per sq. yd. or, if lower, 5%; and a temporary duty of 40%		
55.09.326	Weighing less than 3·5 ounces per square yard, unbleached loomstate	⅝d. per sq. yd.	½d. per sq. yd., or, if lower, 5%	2½% (Under new item 55.09.39)	Free
55.09.329	Other	1d. per sq. yd. and a temporary duty of 40%	½d. per sq. yd., or, if lower, 5%; and a temporary duty of 40%		
55.09.330	Containing man-made fibres, not being fabrics falling within paragraph 55.09.31 or 55.09.32	4d. per sq. yd.	1½d. per sq. yd.		
55.09.34	Flannelette suitable for use in connection with the human body or for the manufacture of human apparel, not containing man-made fibres:				
55.09.341	Printed, dyed or coloured	1½d. per sq. yd.	½d. per sq. yd., or, if lower, 5%		
55.09.342	Bleached, not printed, dyed or coloured	1d. per sq. yd.	½d. per sq. yd., or, if lower, 5%	2½% (Under new item 55.09.39)	Free
55.09.349	Other	⅝d. per sq. yd.	½d. per sq. yd., or, if lower, 5%		
55.09.39	Other:				
55.09.391	Printed, dyed or coloured	2d. per sq. yd.	½d. per sq. yd., or, if lower, 5%		
55.09.392	Bleached, not printed, dyed or coloured	1d. per sq. yd.	½d. per sq. yd., or, if lower, 5%		
55.09.399	Other	⅝d. per sq. yd.	½d. per sq. yd., or, if lower, 5%		
55.09.4	Weighing not less than 4 ounces per square yard and not more than 7 ounces per square yard, not being fabrics falling within sub-item 55.09.1 or 55.09.2:				
55.09.41	Printed fabrics, as prescribed by by-law; dyed or coloured fabrics, not printed, as prescribed by by-law; bleached fabrics, not printed, dyed or coloured, as prescribed by by-law; fabrics, not bleached, printed, dyed or coloured, as prescribed by by-law:				
55.09.411	Printed fabrics	2d. per sq. yd.	½d. per sq. yd., or, if lower, 5%		
55.09.412	Dyed or coloured fabrics, not printed	2d. per sq. yd.	½d. per sq. yd., or, if lower, 5%	2½% (Under new items 55.09.39, 55.09.41)	Free
55.09.413	Bleached fabrics, not printed, dyed or coloured	1d. per sq. yd.	½d. per sq. yd., or, if lower, 5%	55% (Under new item 55.09.49) 55% (Under new item 55.09.42)	45% 52½%

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
55.09.414	Fabrics, not bleached, printed, dyed or coloured	¾d. per sq. yd.	½d. per sq. yd., or, if lower, 5%		
55.09.42	Of a kind suitable for use as bed sheeting or pillow casing or in the making up of bed sheets or pillow cases, not printed and not having a raised nap, not containing man-made fibres or containing less than 20% by weight of man-made fibres:				
55.09.421	Having a value less than 9s. 7d. per pound	12½%, and such percentage of the value of the goods as is ascertained in accordance with Note 7 to this Chapter if the value is less than 9s. 2d. per lb.; and a temporary duty of 15%	10%, and such percentage of the value of the goods as is ascertained in accordance with Note 7 to this Chapter if the value is less than 9s. 2d. per lb.; and a temporary duty of 15%	55% or, if lower, 2s. 6d. per sq. yd.	52½% or, if lower, 2s. 6d. per sq. yd. less 2½% (Under new item 55.09.329)
	Alternative rate calculation: Column 3: 12½%, and an additional duty of 1% for each 1d. or part thereof by which the value for duty is less than 9s. 2d. per lb.; and a temporary duty of 15% — Column 4: 10%, and an additional duty of 1% for each 1d. or part thereof by which the value for duty is less than 9s. 2d. per lb.; and a temporary duty of 15%			55% (Under new item 55.09.49)	45% (Under new item 55.09.49)
				55% (Under new item 55.09.42)	52½% (Under new item 55.09.42)
55.09.429	Other	12½%, and a temporary duty of such percentage of the value of the goods as is ascertained in accordance with Note 8 to this Chapter if the value is less than 10s. 10d. per lb.	10%, and a temporary duty of such percentage of the value of the goods as is ascertained in accordance with Note 8 to this Chapter if the value is less than 10s. 10d. per lb.	55% or, if lower, 2s. 6d. per sq. yd.	52½% or, if lower, 2s. 6d. per sq. yd. less 2½% (Under new item 55.09.329)
	Alternative rate calculation: Column 3: 12½%, and a temporary duty of 1% for each 1d. or part thereof by which the value for duty is less than 10s. 10d. per lb. — Column 4: 10%, and a temporary duty of 1% for each 1d. or part thereof by which the value for duty is less than 10s. 10d. per lb.			55% (Under new item 55.09.49)	45% (Under new item 55.09.49)
				55% (Under new item 55.09.42)	52½% (Under new item 55.09.42)
55.09.430	Of a kind that is used, either as imported or when further processed, for making up male outer garments, not being: fabric ordinarily used as linings or interlinings; fabric with raised nap for use in the manufacture of babies' napkins, nightwear, underclothing and the like; or fabric for use as bed sheeting or pillow casing or in the making up of bed sheets or pillow cases.	45%, and 10d. per lb.	27½%, and 7d. per lb.	55% (Under new item 55.09.49)	45% (Under new item 55.09.49)
				55% (Under new item 55.09.42)	52½% (Under new item 55.09.42)
				55% or, if lower, 2s. 6d. per sq. yd.	52½% or, if lower, 2s. 6d. per sq. yd. less 2½% (Under new item 55.09.329)
55.09.44	Weighing 6 ounces or more per square yard, of a kind that, either as imported or when further processed, is principally used for furnishings, drapes or upholstery, not printed in fast colours:				
55.09.441	Containing not less than 20% by weight of man-made fibres	50% or, if higher, 2s. 8½d. per sq. yd.; and 2s. per sq. yd. less 12½% of the f.o.b. price	50% less 2½d. per sq. yd.; or, if higher, 2s. 6d. per sq. yd.; and 2s. per sq. yd. less 12½% of the f.o.b. price	55%	55% less 2½d. per sq. yd. (Under new item 55.09.21)
55.09.449	Other	50% and 2s. per sq. yd., less 12½% of the f.o.b. price	37½% and 2s. per sq. yd., less 12½% of the f.o.b. price	55% (Under new item 55.09.49)	45% (Under new item 55.09.49)
55.09.45	Containing not less than 20% by weight of man-made fibres, not being fabrics falling within paragraph 55.09.42, 55.09.43 or 55.09.44:				
55.09.451	As prescribed by by-law	2½d. per sq. yd.	Free	No change (Under new item 55.09.221)	
				2½% (Under new item 55.09.231)	Free (Under new item 55.09.231)
55.09.452	Having a f.o.b. price not exceeding 4s. per square yard	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.	55% or if higher, 2s. per sq. yd.	55% less 2½d. per sq. yd.; or, if higher, 1s. 9½d. per sq. yd. (Under new item 55.09.222)
55.09.453	Having a f.o.b. price exceeding 4s. per square yard and not exceeding 5s. 8d. per square yard	2s. 8½d. per sq. yd. and a temporary duty of an amount per sq. yd. ascertained in accordance with Note 4 to this Chapter	2s. 6d. per sq. yd. and a temporary duty of an amount per sq. yd. ascertained in accordance with Note 4 to this Chapter	55% or, if higher, 2s. per sq. yd.	45% or, if higher, 2s. per sq. yd. less 10% (Under new item 55.09.232)
	Alternative rate calculation: Column 3: 2s. 8½d. per sq. yd. and a temporary duty of ¾d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 4s. per sq. yd. — Column 4: 2s. 6d. per sq. yd. and a temporary duty of ¾d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 4s. per sq. yd.				
55.09.454	Having a f.o.b. price exceeding 5s. 8d. per square yard and not exceeding 10s. per square yard	2s. 8¾d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd. less an amount per sq. yd. ascertained in accordance with Note 5 to this Chapter if the f.o.b. price exceeds 7s. 6d. per sq. yd.	2s. 6d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd. less an amount per sq. yd. ascertained in accordance with Note 5 to this Chapter if the f.o.b. price exceeds 7s. 6d. per sq. yd.	Various (Under new items 55.09.222, 55.09.229, 55.09.232, 55.09.239)	
	Alternative rate calculation: Column 3: 2s. 8½d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd. less ¼d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 7s. 6d. per sq. yd. — Column 4: 2s. 6d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd. less ¼d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 7s. 6d. per sq. yd.				
55.09.455	Having a f.o.b. price exceeding 10s. per square yard	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.		
55.09.460	Containing man-made fibres, not being fabrics falling within paragraph 55.09.42, 55.09.43, 55.09.44 or 55.09.45	4d. per sq. yd.	1½d. per sq. yd.		
55.09.47	Flannellette suitable for use in connection with the human body or for the manufacture of human apparel, not containing man-made fibres and not being fabrics falling with paragraph 55.09.42, 55.09.43 or 55.09.44:				
55.09.471	Printed, dyed or coloured	1¼d. per sq. yd.	½d. per sq. yd., or, if lower, 5%		
55.09.472	Bleached, not printed, dyed or coloured	1d. per sq. yd.	½d. per sq. yd., or, if lower, 5%		
55.09.479	Other	¾d. per sq. yd.	½d. per sq. yd., or if lower, 5%	2½% (Under new item 55.09.39)	Free (Under new item 55.09.39)
55.09.49	Other:			55% (Under new item 55.09.49)	45% (Under new item 55.09.49)
55.09.491	Printed, dyed or coloured	2d. per sq. yd.	½d. per sq. yd., or, if lower, 5%	55% (Under new item 55.09.42)	52½% (Under new item 55.09.42)
55.09.492	Bleached, not printed, dyed or coloured	1d. per sq. yd.	½d. per sq. yd., or, if lower, 5%		
55.09.499	Other	¾d. per sq. yd.	½d. per sq. yd., or, if lower, 5%		
55.09.5	Weighing more than 7 ounces per square yard and not more than 18 ounces per square yard, not being fabrics falling within sub-item 55.09.1, 55.09.2 or 55.09.4:				
55.09.51	Weighing not more than 15 ounces per square yard and of a kind that, either as imported or when further processed, is used for making up male outer garments: weighing more than 15 ounces per square yard and being of plain, matt or twill weaves or being of a kind that, either as imported or when further processed, is used for making up male outer garments:				
55.09.511	As prescribed by by-law	1d. per sq. yd.	Free		
55.09.512	Printed, dyed or coloured fabrics, as prescribed by by-law	2d. per sq. yd.	½d. per sq. yd.,		

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Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
			or, if lower, 5%		
55.09.513	Bleached fabrics, not printed, dyed or coloured, as prescribed by by-law	1d. per sq. yd.	½d. per sq. yd., or, if lower, 5%	2½% (Under new item 55.09.41)	Free
55.09.514	Fabrics, not bleached, printed, dyed or coloured, as prescribed by by-law	¾d. per sq. yd.	½d. per sq. yd., or, if lower, 5%	55% (Under new item 55.09.49)	45%
55.09.515	Weighing not more than 15 ounces per square yard and of a kind that, either as imported or when further processed, is used for making up male outer garments	45%, and 10d. per lb.	27½%, and 7d. per lb.		
55.09.516	Weighing more than 15 ounces per square yard and being of plain, matt or twill weaves or being of a kind that, either as imported or when further processed, is used for making up male outer garments, as prescribed by by-law:			No change (Under new item 55.09.91)	
55.09.519	Other	1d. per sq. yd. 60% or, if higher, 3s. per lb. and 10%	Free 50% or, if higher, 3s. per lb.	No change (Under new item 55.09.99)	
55.09.52	Plain, matt or twill weaves, not being fabrics falling within paragraph 55.09.51:				
55.09.521	As prescribed by by-law	1d. per sq. yd.	Free	2½% (Under new item 55.09.41)	Free
55.09.522	Plain or matt weaves, single yarn, filled (that is to say, with dressing), weighing not more than 8 ounces per square yard	17½%, and 2s. 6d. per lb.	10%, and 2s. 6d. per lb.	55% (Under new item 55.09.49)	45%
55.09.529	Other	17½%, and 2s. 6d. per lb.	7½%, and 2s. per lb.	55% (Under new item 55.09.49)	45%
55.09.53	Of a kind that, either as imported or when further processed, is principally used for furnishings, drapes or upholstery, not printed in fast folours:				
55.09.531	Containing not less than 20% by weight of man-made fibres, as prescribed by by-law	2½d. per sq. yd.	Free	2½% (Under new item 55.09.231)	Free
				1d. per sq. yd. (Under new item 55.09.291)	Free
55.09.532	Containing not less than 20% by weight of man-made fibres, not being fabrics falling within sub-paragraph 55.09.531	50%, or if higher, 2s. 8½d. per sq. yd.; and 2s. per sq. yd., less 12½% of the f.o.b. price	50%, less 2½d. per sq. yd.; or, if higher, 2s. 6d. per sq. yd.; and 2s. per sq. yd., less 12½% of the f.o.b. price	55% (Under new item 55.09.21)	55%, less 2½d. per sq. yd.
55.09.539	Other	50%, and 2s. per sq. yd., less 12½% of the f.o.b. price	37½%, and 2s. per sq. yd., less 12½% of the f.o.b. price	55% (Under new items 55.09.49, 55.09.5)	45%
55.09.54	Containing not less than 20% by weight of man-made fibres, not being fabrics falling within paragraphs 55.09.51, 55.09.52 or 55.09.53:				
55.09.541	As prescribed by by-law	2½d. per sq. yd.	Free	2½% (Under new item 55.09.231)	Free
				1d. per sq. yd. (Under new item 55.09.291)	Free
55.09.542	Having a f.o.b. price not exceeding 4s. per square yard	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.		
55.09.543	Having a f.o.b. price exceeding 4s. per square yard and not exceeding 5s. 8d. per square yard	2s. 8½d. per sq. yd. and a temporary duty of an amount per sq. yd. ascertained in accordance with Note 4 to this Chapter	2s. 6d. per sq. yd. and a temporary duty of an amount per sq. yd. ascertained in accordance with Note 4 to this Chapter	Various (Under new items 55.09.232 and 55.09.299)	
	Alternative rate calculation: Column 3: 2s. 8½d. per sq. yd. and a temporary duty of ¾d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 4s. per sq. yd. — Column 4: 2s. 6d. per sq. yd. and a temporary duty of ¾d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 4s. per sq. yd.				
55.09.544	Having a f.o.b. price exceeding 5s. 8d. per square yard and not exceeding 10s. per square yard	2s. 8½d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd. less an amount per sq. yd. ascertained in accordance with Note 5 to this Chapter if the f.o.b. price exceeds 7s. 6d. per sq. yd.	2s. 6d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd. less an amount per sq. yd. ascertained in accordance with Note 5 to this Chapter if the f.o.b. price exceeds 7s. 6d. per sq. yd.	Various (Under new items 55.09.232, 55.09.239, 55.09.299)	
	Alternative rate calculation: Column 3: 2s. 8½d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd. less ½d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 7s. 6d. per sq. yd. — Column 4: 2s. 6d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd. less ½d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 7s. 6d. per sq. yd.				
55.09.545	Having a f.o.b. price exceeding 10s. per square yard	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.		
55.09.550	Containing man-made fibres, not being fabrics falling within paragraphs 55.09.51, 55.09.52, 55.09.53 or 55.09.54	4d. per sq. yd.	1½d. per sq. yd.		
55.09.56	Flannelette suitable for use in connection with the human body or for the manufacture of human apparel, not containing man-made fibres and not being fabrics falling within paragraphs 55.09.51, 55.09.52 or 55.09.53:				
55.09.561	Printed, dyed or coloured	1¼d. per sq. yd.	½d. per sq. yd., or, if lower, 5%		
55.09.562	Bleached, not printed, dyed or coloured	1d. per sq. yd.	½d. per sq. yd., or, if lower, 5%		
55.09.569	Other	¾d. per sq. yd.	½d. per sq. yd., or, if lower, 5%	55% (Under new item 55.09.49)	45%
				1d. per sq. yd. (Under new item 55.09.91)	Free
55.09.59	Other:				
55.09.591	Printed, dyed or coloured	2d. per sq. yd.	½d. per sq. yd., or, if lower, 5%		
55.09.592	Bleached, not printed, dyed or coloured	1d. per sq. yd.	½d. per sq. yd., or, if lower, 5%		
55.09.599	Other	¾d. per sq. yd.	½d. per sq. yd., or, if lower, 5%		
55.09.6	Weighing more than 18 ounces per square yard, not being fabrics falling within sub-item 55.09.1 or 55.09.2:				
55.09.61	Of a kind that, either as imported or when further processed, is principally used for furnishings, drapes or upholstery, not printed in fast folours:				
55.09.611	Containing not less than 20% by weight of man-made fibres, as prescribed by by-law	2½d. per sq. yd.	Free	1d. per sq. yd. (Under new item 55.09.291)	Free
55.09.612	Containing not less than 20% by weight of man-made fibres	50%, or, if higher, 2s. 8½d. per sq. yd.; and 2s. per sq. yd., less 12½% of the f.o.b. price	50%, less 2½d. per sq. yd.; or, if higher, 2s. 6d. per sq. yd.; 2s. per sq. yd., less 12½% of the f.o.b. price	55% (Under new item 55.09.21)	55%, less 2½d. per sq. yd.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
55.09.619	Other	50%; and 2s. per sq. yd., less 12½% of the f.o.b. price	37½%; and 2s. per sq. yd., less 12½% of the f.o.b. price	55% (Under new item 55.09.5)	45%
55.09.620	With raised nap on one or both sides, suitable for human apparel	1¼d. per sq. yd.	½d. per sq. yd., or, if lower, 5%	1d. per sq. yd. (Under new item 55.09.91)	Free
55.09.69	Other:				
55.09.691	As prescribed by by-law	1d. per sq. yd.	Free	No change (Under new item 55.09.91)	
55.09.699	Other]	60%, or, if higher, 3s. per lb., and 10%	50%, or, if higher, 3s. per lb.	No change (Under new item 55.09.99)	
55.09.1	*Blanketing; rugging; tyre cord fabrics; fabrics of huckaback or honeycomb weaves; fabrics for the manufacture of sponge cloths, sweat rags and dorset cloths; fabrics containing not less than 20% by weight of wool:*				
55.09.11	*Blanketing; rugging:*				
55.09.111	*Blanketing wholly of cotton*	No change (Under former item 55.09.231)		22½%	5%
55.09.119	*Other*	No change (Under former item 55.09.239)		40%	17½%
55.09.12	*Tyre cord fabrics*	No change (Under former item 55.09.240)		30% and 4d. per lb.	12½% and 4d. per lb.
55.09.13	*Fabrics of huckaback or honeycomb weaves*	No change (Under former item 55.09.260)		55%	17½%
55.09.14	*Fabrics for the manufacture of sponge cloths, sweat rags and dorset cloths*	No change (Under former item 55.09.250)		52½%	27½%
55.09.19	*Other:*			Primage Duty 10%	5%
55.09.191	*Fabrics containing hair, of a kind used for interlining apparel*	No change (Under former item 55.09.291)		45%	30%
55.09.192	*Fabrics weighing not more than 4·5 ounces per square yard, not being fabrics falling within sub-paragraph 55.09.191*	No change (Under former item 55.09.292)		45%	22½%
55.09.193	*Fabrics imitating furs, not being fabrics falling within sub-paragraphs 55.09.191 or 55.09.192*	No change (Under former item 55.09.299)		45% or, if higher, 5s. 6d. per sq. yd.	32½% or, if higher, 5s. 6d. per sq. yd., less 12½%
55.09.199	*Other*	No change (Under former item 55.09.293)		45% or, if higher, 5s. 6d. per sq. yd.	22½% or, if higher, 5s. 6d. per sq. yd., less 22½%
55.09.2	*Fabrics containing not less than 20% by weight of man-made fibres, not being fabrics falling within sub-item 55.09.1:*				
55.09.21	*Fabrics that have a value exceeding 9s. 1d. per square yard and weigh; 6 ounces or more per square yard and are of Jacquard, dobby, sateen or like weaves; or 9 ounces or more per square yard and are of fancy weaves or are woven from fancy yarns.*	Various (Under former items 55.09.441, 55.09.532, 55.09.612)		55%	55%, less 2½d. per sq. yd.
55.09.22	*Fabrics weighing less than 7 ounces per square yard, not being fabrics falling within paragraph 55.09.21:*				
55.09.221	*As prescribed by by-law*	Various (Under former items 55.09.110, 55.09.311, 55.09.451)		2½d. per sq. yd.	Free
55.09.222	*Having a value not exceeding 9s. 1d. per square yard*	Various (Under former items 55.09.312, 55.09.313, 55.09.314, 55.09.452, 55.09.453, 55.09.454)		55% or, if higher, 2s. per sq. yd.	55%, less 2½d. per sq. yd.; or, if higher, 1s. 9½d. per sq. yd.
55.09.229	*Other*	Various (Under former items 55.09.314 55.09.315, 55.09.454, 55.09.455)		5s. per sq. yd.	4s. 9½d. per sq. yd.
55.09.23	*Fabrics weighing not less than 7 ounces per square yard and not more than 15 ounces per square yard, not being fabrics falling within paragraph 55.09.21:*				
55.09.231	*As prescribed by by-law*	Various (Under former items 55.09.110, 55.09.451, 55.09.531, 55.09.541)		2½%	Free
55.09.232	*Having a value not exceeding 9s. 1d. per square yard*	Various (Under former items 55.09.452, 55.09.453, 55.09.454, 55.09.542, 55.09.543, 55.09.544)		55% or, if higher, 2s. per sq. yd.	45% or, if higher, 2s. per sq. yd., less 10%
55.09.239	*Other*	Various (Under former items 55.09.454, 55.09.455, 55.09.544, 55.09.545)		5s. per sq. yd.	5s. per sq. yd., less 10%
55.09.29	*Other:*				
55.09.291	*As prescribed by by-law*	Various (Under former items 55.09.531, 55.09.541, 55.09.611)		1d. per sq. yd.	Free
55.09.299	*Other*	Various (Under former items 55.09.542, 55.09.543, 55.09.544, 55.09.545)		60% or, if higher, 3s. per lb. and 10%	50% or, if higher, 3s. per lb.
55.09.3	*Fabrics weighing less than 6 ounces per square yard, not being fabrics falling within sub-item 55.09.1 or 55.09.2:*				
55.09.31	*Fabrics of plain or matt weaves, wholly of cotton, for bag making, as prescribed by by-law*	No change (Under former item 55.09.120)		Free	Free
55.09.32	*Fabrics weighing not less than 3·5 ounces per square yard, of a kind suitable for use as bed sheeting, pillow casing or bolster casing or for use in the making up of bed sheets, pillow cases or bolster cases, not being fabrics that are printed, have a raised nap, or fall within paragraph 55.09.31:*				
55.09.321	*As prescribed by by-law*	Various (Under former items 55.09.321, 55.09.322, 55.09.323)		2½%	Free
55.09.329	*Other*	Various (Under former items 55.09.324, 55.09.421, 55.09.429, 55.09.430)		55% or, if lower, 2s. 6d. per sq. yd.	52½% or, if lower, 2s. 6d. per sq. yd., less 2½%
55.09.39	*Other*	Various (Under former items 55.09.130, 55.09.191, 55.09.192, 55.09.199, 55.09.210, 55.09.220, 55.09.321, 55.09.322, 55.09.323, 55.09.325, 55.09.326, 55.09.329, 55.09.330, 55.09.341, 55.09.342, 55.09.349, 55.09.391, 55.09.392, 55.09.399, 55.09.411, 55.09.412, 55.09.413, 55.09.414, 55.09.460, 55.09.471, 55.09.472, 55.09.479, 55.09.491, 55.09.492, 55.09.499)		2½%	Free
55.09.4	*Fabrics weighing not less than 6 ounces per square yard and not more than 15 ounces per square yard, not being fabrics falling within sub-items 55.09.1 or 55.09.2:*				
55.09.41	*As prescribed by by-law*	Various (Under former items 55.09.411, 55.09.412, 55.09.413, 55.09.414,		2½%	Free

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
		55.09.511, 55.09.512, 55.09.513, 55.09.514, 55.09.521)			
55.09.42	*Fabrics, other than of twill weaves, being fabrics weighing less than 7 ounces per square yard*	Various (Under former items 55.09.411, 55.09.412, 55.09.413, 55.09.414, 55.09.421, 55.09.429, 55.09.430, 55.09.471, 55.09.472 55.09.479, 55.09.491, 55.09.492, 55.09.499)		55%	52½%
55.09.49	*Other*	Various (Under former items 55.09.130, 55.09.191, 55.09.192, 55.09.199, 55.09.210, 55.09.220, 55.09.411, 55.09.412, 55.09.413, 55.09.414, 55.09.421, 55.09.429, 55.09.430, 55.09.449, 55.09.460, 55.09.471, 55.09.472, 55.09.479, 55.09.491, 55.09.492, 55.09.499, 55.09.512, 55.09.513, 55.09.514, 55.09.515, 55.09.521, 55.09.522, 55.09.529, 55.09.539, 55.09.550, 55.09.561, 55.09.562, 55.09.569, 55.09.591, 55.09.592, 55.09.599)		55%	45%
55.09.5	*Fabrics that weigh more than 15 ounces per square yard and are of Jacquard, dobby, sateen or other fancy weaves or are woven from fancy yarns, not being fabrics falling within sub-item* 55.09.1 *or* 55.09.2	Various (Under former items 55.09.619, 55.09.539)		55%	45%
55.09.9	*Other:*				
55.09.91	*As prescribed by by-law*	Various (Under former items 55.09.516, 55.09.550, 55.09.561, 55.09.562, 55.09.569, 55.09.591, 55.09.592, 55.09.599, 55.09.620, 55.09.691)		1d. per sq. yd.	Free
55.09.99	*Other*	No change (Under former items 55.09.519, 55.09.699)		60%, or, if higher, 3s. per lb., and 10%	50%, or, if higher, 3s. per lb.
56.07	•Woven fabrics of man-made fibres (whether discontinuous or waste):				
56.07.1	[Fabrics for waterproofing, as prescribed by by-law; Jacquard patterned fabrics wholly of man-made fibres or wholly of man-made fibres and cotton or wholly of man-made fibres and flax or wholly of man-made fibres, cotton and flax, defined for cutting up for the manufacture of hemmed or hem-stitched table cloths or serviettes, as prescribed by by-law:				
56.07.110	Fabrics for waterproofing	22½%	10%	55%, or, if higher, 2s. per sq. yd.	55%, less 2½d. per sq. yd., or, if higher, 1s. 9½d. per sq. yd. (Under new item 56.07.991)
				5s. per sq. yd.	4s. 9½d. per sq. yd. (Under new item 56.07.999)
				2½d. per sq. yd.	Free (Under new item 56.07.91)
56.07.190	Other	4d. per sq. yd.	1½d. per sq. yd.	2½d. per sq. yd.	Free (Under new item 56.07.91)
56.07.2	Bunting, composed of 75% man-made fibres and 25% wool, for use as or in the manufacture of flags, banners and the like; blanketing; rugging:				
56.07.210	Blanketing: rugging	40%	17½%	No change (Under new item 56.07.11)	
56.07.290	Other	7½%	Free	No change (Under new item 56.07.21)	
56.07.300	Of huckaback or honeycomb weaves	55%	17½%	No change (Under new item 56.07.12)	
56.07.4	Containing not less than 20% by weight of wool, not falling within sub-item 56.07.1, 56.07.2 or 56.07.3:				
56.07.410	Containing hair, of a kind used for interlining apparel	45%	30%	No change (Under new item 56.07.22)	
56.07.420	Weighing not more than 4·5 ounces per square yard, not being fabrics falling within paragraph 56.07.41	45%	22½%	No change (Under new item 56.07.23)	
56.07.430	Weighing more than 4·5 ounces per square yard, not being fabrics falling within paragraph 56.07.41 and not imitating furs	45%, or, if higher, 5s. 6d. per sq. yd.	22½%, or, if higher, 5s. 6d. per sq. yd., less 22½%	No change (Under new item 56.07.299)	
56.07.490	Other	45%, or, if higher, 5s. 6d. per sq. yd.	32½%, or, if higher, 5s. 6d. per sq. yd., less 12½%	No change (Under new item 56.07.291)	
56.07.500	Being goods not falling within sub-item 56.07.2, 56.07.3 or 56.07.4, as prescribed by by-law	2½d. per sq. yd.	Free	No change (Under new item 56.07.91)	
56.07.600	Bed ticking containing 50% or more by weight of man-made fibres, not being fabrics falling within sub-item 56.07.4	2s. 8½d. per sq. yd., less 15%; or, if higher, 1s. 8½d. per sq. yd.	2s. 6d. per sq. yd., less 15%; or, if higher, 1s. 6d. per sq. yd.	55%, or if higher, 2s. per sq. yd.	55%, less 2½d. per sq. yd.; or, if higher, 1s. 9½d. per sq. yd. (Under new item 56.07.991)
				5s. per sq. yd.	4s. 9½d. per sq. yd. (Under new item 56.07.999)
56.07.700	Weighing 6 ounces or more per square yard, of a kind that, either as imported or when further processed, is principally used for furnishings, drapes or upholstery, not printed in fast colours and not being fabrics falling within sub-item 56.07.4 or 56.07.6	50%, or, if higher, 2s. 8½d. per sq. yd.; and 2s. per sq. yd., less 12½% of the f.o.b. price	50%, less 2½d. per sq. yd.; or, if higher, 2s. 6d. per sq. yd.; and 2s. per sq. yd., less 12½% of the f.o.b. price	55%	55%, less 2½d. per sq. yd. (Under new item 56.07.3)
56.07.9	Other:				
56.07.91	Weighing not more than 15 ounces per square yard:				
56.07.911	Having a f.o.b. price not exceeding 4s. per square yard	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.	55%, or, if higher 2s. per sq. yd.	55%, less 2½d. per sq. yd.; or, if higher, 1s. 9½d. per sq. yd. (Under new item 56.07.991)
56.07.912	Having a f.o.b. price exceeding 4s. per square yard and not exceeding 5s. 8d. per square yard	2s. 8½d. per sq. yd. and a temporary duty of an amount per sq. yd. ascertained in accordance with Note 4 to this Chapter	2s. 6d. per sq. yd. and a temporary duty of an amount per sq. yd. ascertained in accordance with Note 4 to this Chapter		

Alternative rate calculation:	
Column 3	Column 4
2s. 8½d. per sq. yd. and a temporary duty of ½d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 4s. per sq. yd.	2s. 6d. per sq. yd. and a temporary duty of ½d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 4s. per sq. yd.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
56.07.913	Having a f.o.b. price exceeding 5s. 8d. per square yard and not exceeding 10s. per square yard	2s. 8½d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd., less an amount per sq. yd. ascertained in accordance with Note 5 to this Chapter if the f.o.b. price exceeds 7s. 6d. per sq. yd.	2s. 6d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd., less an amount per sq. yd. ascertained in accordance with Note 5 to this Chapter if the f.o.b. price exceeds 7s. 6d. per sq. yd.	55%, or, if higher, 2s. per sq. yd. (Under new item 56.07.991) 5s. per sq. yd. (Under new item 56.07.999)	55%, less 2½d. per sq. yd.; or, if higher, 1s. 9½d. per sq. yd. 4s. 9½d. per sq. yd.
	Alternative rate calculation: Column 3: 2s. 8½d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd., less ½d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 7s. 6d. per sq. yd. Column 4: 2s. 6d. per sq. yd. and a temporary duty of 1s. 3d. per sq. yd., less ½d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 7s. 6d. per sq. yd.				
56.07.914	Having a f.o.b. price exceeding 10s. per square yard	7s. 6d. per sq. yd. 2s. 8½d. per sq. yd.	7s. 6d. per sq. yd. 2s. 6d. per sq. yd.		
56.07.92	Weighing more than 15 ounces per square yard and not more than 18 ounces per square yard:				
56.07.921	Having a f.o.b. price not exceeding 4s. per square yard	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.		
56.07.922	Having a f.o.b. price exceeding 4s. per square yard and not exceeding 5s. 8d. per square yard	2s. 8½d. per sq. yd. and an amount per sq. yd. ascertained in accordance with Note 4 to this Chapter	2s. 6d. per sq. yd. and an amount per sq. yd. ascertained in accordance with Note 4 to this Chapter	55%, or, if higher, 2s. per sq. yd. (Under new item 56.07.991)	55%, less 2½d. per sq. yd., or, if higher, 1s. 9½d. per sq. yd.
	Alternative rate calculation: Column 3: 2s. 8½d. per sq. yd. and an additional duty of ⅝d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 4s. per sq. yd. Column 4: 2s. 6d. per sq. yd. and an additional duty of ⅝d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 4s. per sq. yd.				
56.07.923	Having a f.o.b. price exceeding 5s. 8d. per square yard and not exceeding 10s. per square yard	3s. 11½d. per sq. yd. less an amount per sq. yd. ascertained in accordance with Note 5 to this Chapter if the f.o.b. price exceeds 7s. 6d. per sq. yd. 2s. 8½d. per sq. yd.	3s. 9d. per sq. yd. less an amount per sq. yd. ascertained in accordance with Note 5 to this Chapter if the f.o.b. price exceeds 7s. 6d. per sq. yd. 2s. 6d. per sq. yd.	55% or, if higher, 2s. per sq. yd. (Under new item 56.07.991) 5s. per sq. yd. (Under new item 56.07.999)	55% less, 2½d. per sq. yd.; or, if higher, 1s. 9½d. per sq. yd. 4s. 9½d. per sq. yd.
	Alternative rate calculation: Column 3: 3s. 11½d. per sq. yd. less ½d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 7s. 6d. per sq. yd. Column 4: 3s. 9d. per sq. yd. less ½d. per sq. yd. for each 1d. or part thereof by which the f.o.b. price exceeds 7s. 6d. per sq. yd.				
56.07.924	Having a f.o.b. price exceeding 10s. per square yard	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.		
56.07.990	Other]	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.		
56.07.1	*Blanketing; rugging; fabrics of huckaback or honeycomb weaves:*				
56.07.11	*Blanketing; rugging*	No change (Under former item 56.07.210)		40%	17½%
56.07.12	*Fabrics of huckaback or honeycomb weaves*	No change (Under former item 56.07.300)		55%	17½%
56.07.2	*Fabrics containing not less than 20% by weight of wool, not being fabrics falling within sub-item 56.07.1:*				
56.07.21	*Bunting composed of 75% by weight of man-made fibres and 25% by weight of wool, for use as or in the manufacture of flags, banners and the like*	No change (Under former item 56.07.290)		7½%	Free
56.07.22	*Fabrics containing hair, of a kind used for interlining apparel*	No change (Under former item 56.07.410)		45%	30%
56.07.23	*Fabrics weighing not more than 4·5 ounces per square yard, not being fabrics falling within paragraph 56.07.21 or 56.07.22*	No change (Under former item 56.07.420)		45%	22½%
56.07.29	*Other:*				
56.07.291	*Fabrics imitating fur*	No change (Under former item 56.07.490)		45% or, if higher, 5s. 6d. per sq. yd.	32½% or, if higher, 5s. 6d. per sq. yd., less 12½%
56.07.299	*Other*	No change (Under former item 56.07.430)		45% or, if higher, 5s. 6d. per sq. yd.	22½% or, if higher, 5s. 6d. per sq. yd., less 22½%
56.07.3	*Fabrics that: do not contain wool, or, if containing wool, contain less than 20% by weight of wool; have a value exceeding 9s. 1d. per square yard; and weigh: 6 ounces or more per square yard and are of Jacquard, dobby, sateen or like weaves; or 9 ounces or more per square yard and are of fancy weaves or are woven from fancy yarns.*	50% or, if higher, 2s. 8½d. per sq. yd.; and 2s. per sq. yd., less 12½% of the f.o.b. price	50% less, 2½d. per sq. yd.; or, if higher, 2s. 6d. per sq. yd.; and 2s. per sq. yd., less 12½% of the f.o.b. price (Under former item 56.07.700)	55%	55% less 2½d. per sq. yd.
56.07.9	*Other:*				
56.07.91	*As prescribed by by-law*	Various (Under former items 56.07.110, 56.07.190, 56.07.500)		2½d. per sq. yd.	Free
56.07.99	*Other:*				
56.07.991	*Having a value not exceeding 9s. 1d. per square yard*	Various (Under former items 56.07.110, 56.07.600, 56.07.911, 56.07.912, 56.07.913, 56.07.921, 56.07.922, 56.07.923, 56.07.990)		55% or, if higher, 2s. per sq. yd.	55% less, 2½d. per sq. yd.; or, if higher, 1s. 9½d. per sq. yd.
56.07.999	*Other*	Various (Under former items 56.07.110, 56.07.600, 56.07.913, 56.07.914, 56.07.923, 56.07.924, 56.07.990)		5s. per sq. yd.	4s. 9½d. per sq. yd.
57.09	Woven fabrics of true hemp:				
57.09.9	[Other:				
57.09.910	Containing not less than 20% by weight of man-made fibres	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.	22½% Primage Duty 10%	5% 5%
57.09.990	Other]	22½% Primage Duty 10% No change (Under former item 57.09.980)	5% 5%	(Under new item 57.09.900) No change (Under new item 57.09.900)	
57.09.900	*Other*	2s. 8½d. per sq. yd. (Under former item 57.09.910)	2s. 6d. per sq. yd.	22½% Primage Duty 10%	5% 5%
57.10	Woven fabrics of jute:				
57.10.99	[Other:				
57.10.991	Containing not less than 20% by weight of man-made fibres	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.	22½% Primage Duty 10%	5% 5%
57.10.999	Other]	22½% Primage Duty 10% No change (Under former item 57.10.999)	5% 5%	(Under new item 57.10.99) No change (Under new item 57.10.99)	
57.10.99	*Other*	2s. 8½d. per sq. yd. (Under former item 57.10.991)	2s. 6d. per sq. yd.	22½% Primage Duty 10%	5% 5%

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
57.11 57.11.9	Woven fabrics of other vegetable textile fibres: [Other:				
57.11.910 57.11.920	Containing not less than 20% by weight of man-made fibres Containing man-made fibres, not being fabrics falling within paragraph 57.11.91	2s. 8½d. per sq. yd. 4d. per sq. yd.	2s. 6d. per sq. yd. 1½d. per sq. yd.	22½% Primage Duty 10% (Under new item 57.11.900)	5% 5%
57.11.990	Other]	22½% Primage Duty 10% No change (Under former item 57.11.990)	5% 5%	No change (Under new item 57.11.900)	
57.11.900	*Other*	Various (Under former items 57.11.910, 57.11.920)		22½% Primage Duty 10%	5% 5%
57.12 57.12.100	[Woven fabrics of paper yarn: Containing not less than 20% by weight of man-made fibres	2s. 8½d. per sq. yd.	2s. 6d. per sq. yd.	22½% Primage Duty 10% (Under new item 57.12.000)	5% 5%
57.12.900	Other]	22½% Primage Duty 10% No change (Under former item 57.12.900)	5% 5%	No change (Under new item 57.12.000)	
57.12.000	*Woven fabrics of paper yarn*	2s. 8½d. per sq. yd. (Under former item 57.12.100)	2s. 6d. per sq. yd.	22½% Primage Duty 10%	5% 5%
62.02 62.02.2 62.02.21 62.02.211	Bed linen, table linen, toilet linen and kitchen linen, curtains and other furnishing articles: [Pillow cases: Wholly, or containing not less than 50% by weight, of cotton: More than 18 inches in length; more than 15 inches in width	45% or, if higher, £2 9s. per doz., less 100% 45%	22½% or, if higher, £2 9s. per doz. less 122½% 22½%		
62.02.219 62.02.29 62.02.291	Other Other: More than 18 inches in length; more than 15 inches in width	45% or, if higher, £2 9s. per doz., less 100% 45%	27½% or, if higher, £2 9s. per doz., less 117½% 27½%		
62.02.299 62.02.3 62.02.31 62.02.311 62.02.312 62.02.319 62.02.390 62.02.2	Other Bed sheets: Wholly, or containing not less than 50% by weight of cotton: With raised nap and wholly of cotton With raised nap, not being goods falling within sub-paragraph 62.02.311 Other Other] *Bed sheets, pillow cases, bolster cases, including sets thereof*	22½% 40% 45% 35% Various (Under former items 62.02.211, 62.02.219, 62.02.291, 62.02.299, 62.02.311, 62.02.312, 62.02.319, 62.02.390)	5% 17½% 22½% 17½%	55% (Under new item 62.02.2) 55%	45% 45%

NOTE: Specific duties are shown in Australian currency: £A125 = £100 Sterling.

PHILIPPINES

Tariff changes

BY A Presidential Executive Order the following amendment has been made to the Philippine tariff. This came into effect on October 22.

Tariff Heading No.	Description of Articles	New Rate of Duty	Old Rate of Duty
73.13	Sheets and plates of iron or steel, hot-rolled or cold-rolled: Tinplates; electrolytic	*ad val.* 40%	30%

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 456 and 457).

CANADA

Products of Rhodesia

THE CANADIAN Government has issued Order-in-Council P.C. 1965-2016 directing that with effect from November 12, 1965, General Tariff rates of duty will apply to all goods of Rhodesian origin.

'Made in Canada' ruling

THE FOLLOWING RULING has been made for Canadian Customs purposes:

Of 'a class or kind not made in Canada':

End matchers as used to cut tongues and grooves on the ends of flooring boards.

(Ruling effective November 17, 1965)

The above information is contained in Canadian Department of National Revenue Memorandum, Series D51/6/2, dated November 17, 1965.

UNITED STATES

Amendments to the tariff

WITH REFERENCE to the amendments to the United States tariff, published on pages 1048 to 1057 in the *Board of Trade Journal* for October 29, 1965, the following small amendments should be made to the notice:

658.86	*Hairsprings*. Amend item number to read 652.86.
661.92	*Spruces* in the item description should read *sprues*.
680.20	Taps, cocks, valves, etc. Hand-operated and check, *and parts thereof*: Of copper. In rate of duty column 1, substitute '1.275c per lb. + 18% *ad val*,' for '1,275c per lb. + 18% *ad val*.'
682.52	Commutators. This word and the rates of duty should be in italics.
682.70	Permanent magnets. The 16% rate of duty should be in italics.
690.25	Axles and parts thereof, etc. Substitute 'or' for 'and' in 'iron and steel.'
745.70	'but not including tapes wholly of textile fibres,' above this item, should be in italics.
750.26 to 750.33	Brooms made of Broom-corn. All this matter including the amendment to headnotes should be in italics. Also, in the last line of headnote 3 (a) substitute 'or' for 'ot.'

Inquiries may be addressed to Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 456/457).

New edition of 'Exporting to the United States'

THE 1965 edition of 'Exporting to the United States' including legislative and administrative changes in the United States customs practice which have taken place during the past two years, issued by the United States Customs and superseding the 1963 edition, is now published.

In view of the limited supply of this booklet, reference copies only are available at Board of Trade offices. Copies can however be ordered

from HM Stationery Office at the price of 4s. 6d. a copy plus 7d. postage.

Organizations who may wish to reproduce this booklet, in whole or in part, are at liberty to do so. Use by such organizations of their names, insignia or other data on the reprints is permissible. The office of the Customs Attache, United States Embassy, London, W.1, would like to receive two copies of each initial reprint that is published.

JAMAICA

Export Industries Encouragement Law, 1956

THE JAMAICAN Minister of Trade and Industry is *considering* whether the following products should be declared approved products for the purposes of the above law:

Beachwear.

Approved manufacturers of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery, raw materials, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

Industrial Incentives Law, 1956

THE FOLLOWING PRODUCTS have been declared 'approved products' for the purposes of the Jamaican Industrial Incentives Law, 1956:

Fibreglass reinforced polyester formwork for the production of architectural concrete components.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated September 10, 1965, page 596.

Application for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation, would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

ARGENTINA

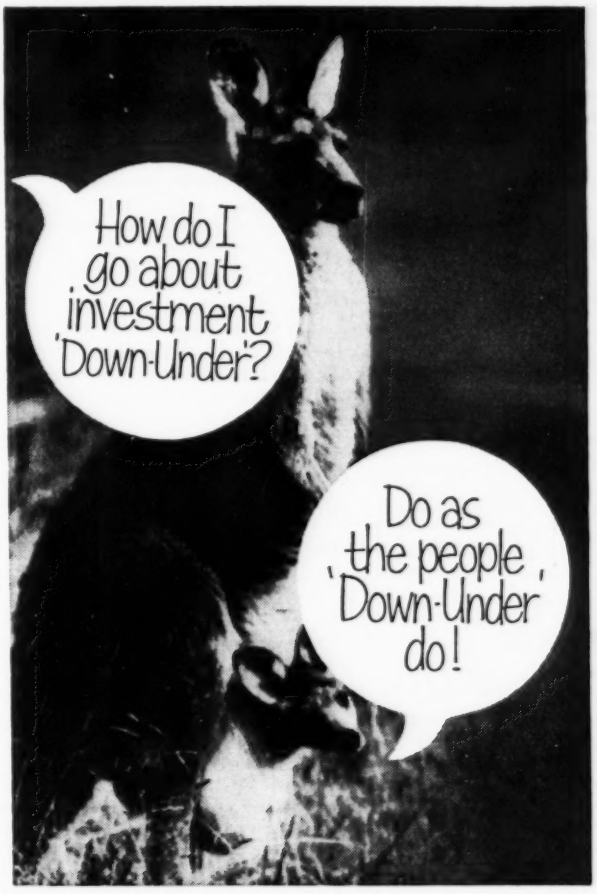
Modifications to import lists

UNDER THE terms of Argentine Government Decree No. 9172 of October 20, imports of dieldrin and heptachlor, technical grade, destined for making an insecticide for use against the locust plague, have been made subject to a 40 per cent surcharge for one year with effect from August 19. This Decree suspends the provisions of Decree No. 11649 of December 12, 1961 (see the *Board of Trade Journal* of February 23, 1962, page 419).

Foreign exchange regulations

HM EMBASSY at Buenos Aires report the issue of Argentine Central Bank Circular No. RC 256 of October 20 which gives details of the documentation applicable to remittances of foreign exchange in respect of freight, by importers and exporters, Argentine and foreign steamship companies and air lines or their agents.

Details of this Circular are available for inspection at Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4.



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URUGUAY

New import regulations

HM EMBASSY at Montevideo report by telegram that the import of capital goods under the new import regulations, which had been banned for a period of 30 days from October 15 (see the *Board of Trade Journal* of November 12, page 1201), has been banned for a further 30 days by a Decree of November 18

CHILE

Amendments to import list

THE FOLLOWING AMENDMENTS should be made to the Chilean list of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable have yet to be fixed.

Section	Group	Item	Tax/Dep.
XII	66	Insert new item: Motor vehicles of the Jeep type, assembled, with 4-wheel drive.	
XIII	75	Insert new item: Micro-filter paper.	
XIII	79	Insert new item: Slide projectors and accessories.	

FRANCE

Global quota for dates

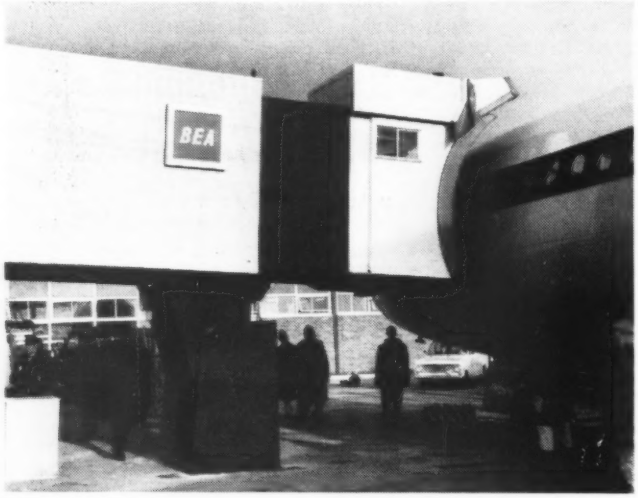
THE FRENCH *Journal Officiel* of November 11 announced the opening of a quota for the import of dates (Tariff No. 08.01A) originating in and imported from countries outside the franc zone.

Applications for licences on Form AC should be made to the *Direction des relations économiques extérieures, service des autorisations commerciales (importations)*, 8 *rue de la Tour-des-Dames, Paris, 9e*, where they will be examined as and when they are received.

The applications must show both the country of origin and the country of consignment, where they are not the same. The imported goods must comply with sanitary regulations and those concerned with the repression of fraud.

In accordance with the terms of a notice to importers dated February 17, 1965, these products, put up in packages containing a maximum of 5 kg. net, may be imported under the procedure applicable to liberalized products when they originate in and are imported from member countries of the EEC or from associated countries and overseas territories.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.



Britain's first power operated gangway which enables passengers to board aircraft without the use of steps has been introduced by BEA at London Airport. The gangway, is to be used on an experimental basis for the Trident Paris service, and will eventually be standard equipment when the new North-east face terminal building is completed in 1968. *The power operated gangway not only means that passengers can board the aircraft straight from the terminal pier without being exposed to weather conditions but will also enable BEA to introduce 'trickle loading'. Here the gangway is being positioned onto the aircraft.*

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HM Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HM Stationery Office, PO Box 569, Cornwall House, London, S.E.1.

Regulations	Description	Price
86/65	Partially suspending the Common Customs Tariff Duty chargeable on imports of frozen beef for processing under Customs supervision	6d.
87/65	To continue the validity of Regulation No. 76/64 fixing the amount of the levies on poultry meat products in respect of which Customs duties have been consolidated under GATT	3d.
88/65	Derogating from the provisions of Regulations Nos. 20, 21 and 22, in respect of refunds on exports to third countries in the pigmeat, egg and poultry meat sectors	3d.
90/65	Laying down the amount of the intra-Community levies to apply, in the case covered by Article 3 (2) of Regulation No. 22, to slaughtered hens, chickens and turkeys	6d.
95/65	To adjust and fix sluice-gate prices for pigs and pigmeat products in respect of imports effected during the third quarter of 1965	6d.
96/65	On measures to be applied in the realm of prices by the producer Member States during the 1965/66 season, and laying down the common threshold prices applicable during the same period for non-producer Member States, in respect of rice and brokens	3d.
115/65	Abolishing the additional amount of levy on poultry eggs in shell	3d.

BELGO-LUXEMBOURG ECONOMIC UNION

Import duty tariff quotas

A BELGIAN Ministerial Order of November 3, 1965 (*Moniteur Belge*, No. 216, of November 10), contains **Amendments** (reproduced below) to the list of goods to be admitted free of import duty during 1965 up to an annual quota specified against each item when imported from **non-EEC** countries.

Goods imported under a duty tariff quota may **not** be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

Amendments

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)	
		OLD (From January 1, 1965)	NEW (From January 1, 1965)
73-02 C	Ferro-silicon	11,200	12,400
73.02 E I	Ferro-chromium	3,700	4,900

A previous notice on the Belgo-Luxembourg Import Duty Tariff Quotas containing a reference to the above-mentioned items was published in the *Board of Trade Journal* of January 29, 1965, *page* 250.

BELGIUM

New import regulations for shellfish

UNDER A BELGIAN Royal Decree of March 2 (published in the *Moniteur Belge* of May 25) new regulations come into force on December 1 under which certain types of shellfish may be imported into Belgium for human consumption only if presented

at certain Customs posts (as yet not specified by the Belgian Authorities) and accompanied by a health certificate from the exporting country in a form approved by the Belgian Government. The Ministry of Agriculture, Fisheries and Food, has now prepared a certificate which, it is expected, will be accepted with consignments of shellfish entering Belgium, provided it has been signed by the Medical Officer of Health for the district from which the shellfish originate.

Copies of the certificate may be obtained from the local offices of District Inspectors of Fisheries or by application to the Ministry of Agriculture, Fisheries and Food, Fisheries Division II, Whitehall Place, London, S.W.1. Exporters in Scotland may apply to the Department of Agriculture and Fisheries for Scotland, Fisheries Division II, St. Andrew's House, Edinburgh 1, and in Northern Ireland to the Government of Northern Ireland, Ministry of Agriculture, Drainage and Fisheries Division, 38 Alfred Street, Belfast 2.

ITALY

Changes in taxation on woollen yarns and manufactures

FURTHER DETAILS of the Italian Decree Law No. 1118 of October 7 are now available (see *Board of Trade Journal* of October 22, page 995).

As a measure of assistance to the Italian woollen industry, this Decree Law suspends for two years, from October 10, 1965, the Manufacturing Tax and the corresponding Frontier Surtax on woollen yarns and manufactures containing wool or animal hairs, but provides for an increase of IGE (Turnover Tax) on raw materials for yarns (see previous notice). An increase is therefore made – which varies in amount – in the refund of IGE on Italian exports and in the rate of Compensatory Tax payable on imports.

The following are the rates of increase:

(a) Articles of clothing, clothing accessories, table etc. linen, articles not elsewhere specified. 2·7 per cent
(b) Yarns and manufactures listed in Schedule B of Law 757 of August 12, 1957 (the law on Turnover Tax). 3·8 per cent
(c) Yarns of wool or animal hair not put up for retail sale. 5·0 per cent

The total incidence of IGE and the increased Compensatory Tax on imported wool textiles now becomes 13·4 per cent

Details of the items affected can be obtained from Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449, 450).

This photograph shows the Triplex GTS at Lydd Airport on its return from the recent Turin Motor Show where it repeated the great interest it had generated at the London Motor Show during October. The GTS with its distinctive number plate '66 OGLE' was built for the Triplex Safety Glass Company Limited by David Ogle Associates upon a Reliance Scimitar. The vehicle was much admired by world-famous Italian coachbuilders and by the public. The GTS was transported by an Aviation Traders ATL/98 Carvair.

RHODESIA

Import control

THE FOLLOWING Press statement was issued in Rhodesia on November 12:

With immediate effect import licences will be issued to cover the country's needs up to the end of March 1966, in respect of the following items: Wheat; maize, bran and animal foodstuffs; jute bags; hessian; medicinal and veterinary supplies; explosives; crude petroleum and petroleum and petroleum products; fertilizers and electric energy. The Import Control Office will deal directly with importers of wheat, maize, crude petroleum and petroleum products, fertilizers and electric energy. The remaining items will be dealt with through the merchant group system. Currency quotas will also be made available for the issue of import licences for the following items for the period ending March 31, 1966:

Tariff	Brief Description of Goods
4	Bones, feathers, hoofs, shells, skins, etc.
7	Casein: in bulk.
9	Charcoal: in bulk.
10 (1)	Chicory root.
11 (2)	Turmeric.
ex 12 (c)	Cocoa butter.
12 (d)	Cocoa unsweetened.
13 (a)	Raw coffee.
15 (a) (iii)	Bran and pollard wheaten.
15 (b) (ii)	Malted barley.
15 (e) (i)	Rice in the grain.
16	Cream of tartar.
18	Extracts and essences.
19 (b)	Fish, dried, cured, salted.
20	Fodder and other livestock feedstuffs.
21 (1)	Infant foods.
21 (3)	Patent or proprietary tonic foods.
23	Gelatine.
24	Glue.
25	Sausage casings.
26	Mops.
35	Peas and beans and other leguminous seeds.
38 (1)	Rennet, n.e.e.
38 (3)	Bacterial culture, n.e.e.
39	Salt.
40	Seeds.
41	Spices, industrial use
42	Starch.
ex 43 (a) (iii)	Brewers' sugar.
43 (d)	Glucose.
ex 46 (b)	Tomato paste for manufacturing purposes.
ex 50 (b) (1)	Brandy for blending only.
50 (c)	Plain or rectified spirits.
59 (1)	Bags and sakes: textile: for packing goods.
59 (2)	Bagging and sacking in the piece.
60	Gauze, sieving and screening – not metal.
62 (1)	Candlewick.
ex 63	Underfelt for manufacturing purposes.
65 (f) (ii) (c)	Foundation garments.
66 (1) (a)	Raw cotton.
66 (1) (b) (h)	Other textiles fibres, partly processed.
66 (2)	Other fibres, not ordinarily used for spinning and weaving.
69 (a) (i)	Miners' safety hats.
69 (a) (iv)	Hoods and shapes.
70 (a)	Ladies stockings.
ex 71 (a)	Lace for manufacturing purposes.
72 (1)	Coated textile fabrics.
72 (2) (b)	Plastic sheeting.
73 (b)	Plastic buttons, industrial use.
73 (d)	Haberdashery, other.
74 (a)	Mosquito and fruit tree nets and netting.
74 (b)	Fishing nets.
75 (1)	Piece-goods: canvas.
76 (a)	Piece-goods: wool.
76 (c)	Piece-goods: cotton.
76 (d)	Piece-goods: linen.
76 (e)	Hessian.
76 (f)	Other piece-goods.
78	Rope, cordage and twine.
80	Threads and yarns.
81	Threads and yarns, n.e.e.
83 (2)	Water current meters, n.e.e.
85	Battery shoes and dies.
86 (1) (a) (ii)	Bicycle parts and accessories.
87 (1) (b) (iii)	Motor cycle parts and accessories.
87 (1)	Nails, n.e.e., bolts, nuts, rivets, etc.
88	Boilers and parts.
89	Light railway material – rails, skips, etc.
92	Bungs of metal.
93 (1) (b) (ii)	Caravans, carts and wagon parts.
93 (2)	Store trucks and wheeled vehicles, n.e.e.
93 (3)	Transport equipment for use in mines.
94	Offi e machines, parts only.
95	Chains.
97 (1)	Cranes, mechanical excavators, loaders, etc.
97 (2)	Belt and bucket conveyors – belt and belting.
98	Stoppers of metal or other material.
ex 99	Razor blades.
100 (2)	Cylinders and other metal drums.
100 (3)	Tins and pliable metal tubes.
101 (1)	Dairy utensils and machinery, n.e.e.
101 (2)	Cream separators.
103 (1)	Internal combustion engines and parts.
103 (2)	Clutches, gear boxes, etc., for tractors and earth-moving machinery.
105	Ferro-alloys, in bulk.
107 (1)	Filter plant, filters, machinery.

(*Continued on next page*)

RHODESIA, *continued*

Tariff	Brief Description of Goods
107 (2)	Materials for water purification.
107 (3)	Air conditioning machinery.
108 (d)	Gun and rifle furniture.
108 (e)	Humane killers.
109	Firefighting apparatus.
110 (3) (b)	Springs, metal for furniture.
111	Gauze, sieving and screening of metal.
113 (b)	Hardware, including domestic kitchenware and appliances, n.e.e., but excluding charcoal iron.
115	Lamp bulbs and tubes.
116 (b)	Miners' safety lamps.
116 (c)	Torches.
116 (d)	Incandescent lamps of pressure type.
116 (e)	Other lamps and lampware.
117	Lifts and lifting jacks.
118 (a)	Agricultural machinery.
118 (b)	Mining machinery.
118 (c)	Manufacturing and industrial machinery.
118 (e)	Diamond, bits and crowns for drilling.
119 (1)	Electrical machinery and apparatus used for generation of electric power.
119 (2)	Electrical machinery, n.e.e.
119 (3) (a)	Dry primary batteries.
119(3) (b) (ii)	Other batteries, n.e.e.
119 (3) (c)	Battery parts.
119 (4)	Carbon electrodes.
120	Aluminium.
121	Brass, bronze, copper.
122 (1) (b)	Iron and steel, plate and sheet.
122 (1) (c)	Bar and rod iron.
122(1)(d)&(e)	Drill and tool steel.
122 (1) (f)	Hoop iron.
122 (3)	Iron and steel shot, pellet.
123	Lead.
124	Tin.
125	Zinc.
126 (1)	Other metals in sheet, rod, etc. form.
126 (2)	Scrap metal.
ex 127 (1)	Badges and nameplates for industry.
127 (3)	Seals metal.
128	Electric meters.
129(b)(1)(B)	Lorries and vans, other.
129 (b) (ii)	Tractors of mechanical horse type.
129 (c) (ii) & (iii)	Chassis.
129 (d) (iv)	Motor vehicle parts and accessories, n.e.e.
129 (e)	Motor vehicle kits.
130 (1)	Tractors, n.e.e.
130 (2)	Tractor parts and accessories, n.e.e.
131 (1) (b)	Asbestos packing and lagging, etc.
131 (2)	Washers and sealing plugs, n.e.e.
132	Perambulators and baby carts.
133 (1)	Hand tools as specified.
134 (a) (i)	Mild steel tubing.
134 (b)	Cast iron pipes and tubes, n.e.e.
134 (e)	Pipe fittings.
134 (f)	Piping and tubing other.
134 (i)	Sewage pumps, ejectors and distributors.
136 (1) (a)	Water pumps.
136 (1) (b)	Petrol pumps – parts only.
136 (1) (d)	Other industrial pumps.
136 (2) (c)	Industrial blowers, fans, compressors.
136 (3)	Motor vehicle servicing equipment.
137	Mercury.
138	Railway constructional and operating equipment.
139 (a)	Refrigeration plant.
139 (c)	Refrigeration units and parts.
140	Sewing and knitting machine parts – domestic.
141 (1)	Sprayers and sprinklers for weeds.
142	Steel balls for tube mills.
143 (1) (b)	Parts for cookers, not electrical.
143 (2) (b)	Parts for electrical cooking and heating apparatus.
143 (3)	Parts for washing machines.
143 (4)	Laboratory drying ovens and furnacing, etc.
145	Telegraph and telephone materials, n.e.e.
146	Mechanics and artisans tools.
147 (1) (b)	Parts for road construction and maintenance machines.
149 (1) (b)	Typewriter parts.
149 (2)	Parts for duplicating and addressing machines, etc.
150	Water boring apparatus.
151	Weighing machine parts.
153 (c) & (d)	Steel wire.
154 (c)	Radio parts and accessories, n.e.e.
155 (c)	Wire netting and expanded metal lathing.
156	Wire rope, etc.
160 (1)	Plastic bottles, jars, tubes, etc.
160 (2) (a)(i)	Milk bottles.
160 (2)(b)	Other bottles, jars, parts, etc.
161 (a)	Firebricks.
162(1) (a)(ii)	Concrete proofers.
162 (2) (a)	Adhesives and adhesive cement in bulk.
162 (3)	Building lime.
163	Anthracite.
165	Furnaces.
166	Diamonds, gems or precious stones uncut for manufacture and export.
167	Sanitary and lavatory articles.
168	Abrasives.
169	Fire cements.
170	Fullers earth.
171(b)(c)(e)	Glass and glass substitutes.
172 (a)	Laboratory ware.
173	Graphite and plumbago.
174	Grindstones.
175	Gypsum, anhydrite, etc.
177	Kieselguhr.
179	Metallic ores.
180	Mica manufactures.
184	Alumina sand.
187	Vitreous alumino-silicate.
188	Artificial resins and plastic materials.
191	Paraffin wax, stearine wax.
192(1) & (2)	Lead, red and white.
193	Litharge.
ex 195 (2)	Paint thinners.
196	Whale and fish oil.
197	Essential oils.
201	Creosote oil, in bulk.
202 (a) (1)	Vegetable oils, in bulk.
202 (b) (1)	Animal oils in bulk.
ex 203 (1) (a)	Leather paints.
203 (1) (b)	Paint and colour materials.
ex 203 (2)	Patent driers.
ex 204 (b)	Leather dressings for industry.
205	Resin and turpentine.
ex 206 (b)	Synthetic detergents and powders.
207	Tallow.
209	Varnishes.
210	Waxes and greases, n.e.e., petroleum jelly.
211	Acetone.
213 (b) (1)	Acids, in bulk.
215	Ammonia.
216	Anti-toxins, toxins, lymph, sera, etc.
217	Alcohol, except ethyl-alcohol.
218	Boiler compositions.
219	Borax, in bulk.
220	Bromine.
221	Calcium compounds.
223	Disinfectants.
224	Drugs.
225	Dyes.
226	Extracts for perfuming, n.e.e.
ex 227 (a)	Ammonium phosphate.
228 (a)	Glycerine, in bulk.
229	Magnesium compounds.
230	Metallic carbides.
231	Medicinal preparations.
233	Nickel sulphate.
234	Nitrates, n.e.e., in bulk.
236	Peptone, agar-agar.
237	Iron perchloride.
240	Phosphorous.
241	Potassium compounds.
242	Radium salts, radioactive isotopes.
243	Shock absorber and brake fluids.
244	Sodium compounds.
245	Stock remedies and growth stimulants.
246	Substances for prevention of weeds and pests.
247	Sulphur, in bulk.
248	Sulphur dioxide.
250	Bands and belting.
ex 251	Ladies, childrens, infants, surgical footwear – soles, tips, heels, etc.
253 (b)	Hose, other than plastic garden hose.
254-6	Leather.
258 (b)	Camelback rubber and cement.
259 (1)	Rubber blankets.
259 (2) (c)	Rubber tubing.
260	Rubber tyres and tubes, not made locally.
263	Wooden boxes.
264 (a)	Toothbrushes.
266	Casks, wooden, n.e.e.
268	Corks.
270	Wooden handles.
273 (a) (b) (d) (e)	Plywood, blockboard, veneers, etc.
276	Sleepers, railway, wooden.
279	Wood in the rough and machined.
280	Wood pulp, wood wool.
282 (c)	Other bags.
284	Books, newspapers, etc.
285 (1)	Cardboard boxes, n.e.e.
285 (2)	Paper cups, jars, etc.
285 (3)	Reels and cones for packing.
286	Cardboard collapsible boxes and cartons.
287	Cardboard or similar board.
291	Inks and ink powders, n.e.e.
295 (1) (2) (3) (4) (5) (7)	Paper plain, other than newsprint.
296 (1) (d)	Wrappers for packing fruit.
296 (1) (f)	Other printed stationery requisites.
296 (3)	Printing, lithographing and bookbinding.
296 (4)	Paper, patterns, plain or printed.
ex 297 (c) (vi)	Other stationery, not paper.
300	Parts of clocks and watches, and oven timers.
310	Ammunition and explosives other than fireworks.
313 (1)	Assay apparatus.
318	Damp-proofing, water-proofing, etc.
321	Lifesaving apparatus.
324 (b)	Sensitized paper.
327	Scientific apparatus.
329 (a) (b) (d) (f) (g)	Medical instruments, etc.
330 (2)	Spare parts for boats and launches.
331 (1)	Parts and materials of a type suitable only for consumption in or process of manufacture.
331 (2)	Goods, n.e.e.

Abbreviated descriptions have been used above, but the tariff items quoted set out the exact limits of the items involved.

The Import Control Office will deal direct with quotas for crude rubber and related items for the manufacture of tyres and tubes, and the Associated Chambers of Commerce of Rhodesia and the Association of Rhodesian industries will be inviting importers to register their claims for quotas for all other items.

Both organizations are setting up a merchant group system to allocate the quotas and full details will be provided by these bodies. For the time being no permits will be issued for any items not listed above. The Import Control Office will be open to the public on Monday, November 15, 1965.

Special arrangements are being made to deal with direct imports of the Rhodesia Railways, Central African Airways, Central African Power Corporation and Departments.

A special allocation of currency has been made for the re-export trade.

It is understood that entry without import licence will be

accepted in the case of goods despatched to Rhodesia on or before November 11, 1965, on production of satisfactory evidence that the importer and consigner had reason to believe at the time of despatch that the import of such goods was permitted. *This confers no authority for the issue of funds for payment for such goods.*

Arrangements for imports for the period after March 31, 1966, will be announced later. Any inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2253).

ZAMBIA

Suspensions of duty

TELEGRAPHIC ADVICE has been received from Zambia from the First Secretary (Commercial) concerning tariff changes in respect of the commodities listed below. The changes comprise the suspension of all rates of duty to the existing Column D (United Kingdom) rates, and result in the suspension of preference in respect of the listed items.

Tariff Item		Column D Rate of Duty
21 (1)	Food specially prepared for infants, excluding patent or proprietary tonic foods	Free
22	Fruits:	
	(a) Fresh or green:	
	(iv) Other	Free
27 (1)	Jams and honey	Free
27 (2)	Pudding and cake powders; jelly powders and squares	Free
28	Lard and edible meat fats	Free
30	Meats, soup; and similar substances used as food, but not including extracts and essences:	
	(a) Soups	Free
	(c) Fresh, frozen or chilled meat, n.e.e.:	
	(ii) Other	Free
	(d) All other, including tinned meats	Free
43	Sugar and sugar substitutes:	
	(a) Sugar:	
	(ii) Candy, castor, crystal, icing and cube	Free
	(iii) Granulated and other forms, n.e.e., including white mill sugar	Free
45	Tea	Free
46	Vegetables:	
	(b) Tinned or otherwise preserved, including grains, fruits and pulses preserved as vegetables	Free
65	Clothing:	
	(a) Bespoke, or made by a tailor or dressmaker to the order of an individual, including men's partly finished, clothing but excluding underclothing *ad val.*	20%
	(b) Men's and boys' ready-made suits, consisting of jackets and trousers with or without waistcoats; not being secondhand *ad val.*	20%
	(c) Ready-made jackets and sports coats for men and boys; and lumber jackets (not knitted or crocheted) and blazers; not being second-hand:	
	(i) Of a chest measurement of 30 inches or more *ad val.*	30%
	or per garment	£1 0s. 0d.
	less *ad val.*	10% whichever duty shall be the greater
	(ii) Other *ad val.*	30%
	(d) Ready-made trousers, slacks, jeans and shorts:	
	(i) Shorts *ad val.*	30%
	or per garment	£0 4s. 0d. whichever duty shall be the greater
	(ii) Other, including slacks and jeans *ad val.*	30%
	or per garment	£0 6s. 0d. whichever duty shall be the greater
	(e) Women's and girls' outer garments, n.e.e.:	
	(i) Dresses *ad val.*	30%
	or per garment	£0 4s. 0d.
	less *ad val.*	10% whichever duty shall be the greater
	(ii) Blouses of woven material *ad val.*	30%
	or per garment	£0 2s. 0d.
	less *ad val.*	10% whichever duty shall be the greater
	(iii) Skirts *ad val.*	30%
	or per garment	£0 2s. 0d.
	less *ad val.*	10% whichever duty shall be the greater
	(iv) Other *ad val.*	30%
	(f) Underwear, including 'T' shirts:	
	(i) Petticoats and slips *ad val.*	30%
	or per garment	£0 2s. 0d. whichever duty shall be the greater
	(ii) Foundation garments, including brassieres, corselettes, corsets, girdles, roll-ons and suspender belts *ad val.*	15%
	(iii) Other, including 'T' shirts *ad val.*	30%
	or per garment	£0 0s. 7½d. whichever duty shall be the greater
	(g) Shirts and jacket shirts *ad val.*	30%
	or per garment	£0 3s. 9d. whichever duty shall be the greater
	(h) Dressing gowns, including kimonos, house coats and bed jackets *ad val.*	20%
	(i) Overcoats, dust-coats and mackintoshes, including rain capes and leggings therefor:	
	(i) Overcoats, excluding waterproof clothing *ad val.*	20%
	(ii) Dust-coats *ad val.*	30%
	or per garment	£0 5s. 0d.
	less *ad val.*	10% whichever duty shall be the greater
	(iii) Other, n.e.e. *ad val.*	30%
	or per garment	£0 2s. 6d.
	less *ad val.*	10% whichever duty shall be the greater
	(j) Cardigans, jerseys, pullovers, lumber jackets, blouses and similar garments: knitted or crocheted *ad val.*	30%
	or per garment	£0 1s. 7½d. whichever duty shall be the greater
	(k) Men's and boys' ready-made suits, consisting of jackets and trousers, with or without waistcoats: being secondhand *ad val.*	20%
	and in addition per garment	£0 1s. 0d.
	(l) Ready-made jackets and sports coats for men and boys; and lumber jackets (not knitted or crocheted): being secondhand *ad val.*	20%
	and in addition per garment	£0 1s. 0d.
	(m) All other:	
	(i) Boiler suits *ad val.*	30%
	or per garment	£0 7s. 6d.
	less *ad val.*	10% whichever duty shall be the greater
	(ii) Other, n.e.e. *ad val.*	20%
73	Millinery, drapery, haberdashery and textile articles of furnishing and napery:	
	(a) Towels, towelling napkins, and towelling in the piece *ad val.*	10%
102	Enamelware and hollow-ware, metal, n.e.e.:	
	(a) Basins, bowls, plates and saucers *ad val.*	20%
	or each	£0 1s. 0d. whichever duty shall be the greater
	(b) Mugs and cups *ad val.*	20%
	or each	£0 0s. 8d. whichever duty shall be the greater
	(c) Other *ad val.*	20%
118	Machinery apparatus, appliances and implements (not elsewhere provided for, and not including vehicles, domestic articles or articles designed for use by distributive traders and organizations):	
	(a) (i) Agricultural, n.e.e. *ad val.*	Free
	(a) (ii) Single-furrow mould-board ploughs of a weight not exceeding 120 lb., and parts therefor *ad val.*	Free
133	(l) Picks, shovels, spades, forks, axes and hatchets, and agricultural hand tools, n.e.e. *ad val.*	Free
	(2) Hoes *ad val.*	Free
231	(1) Medicinal preparations, n.e.e. *ad val.*	15%
	(2) Such antibiotic agents, their salts, and preparations containing antibiotic agents or their salts, as may be approved by the Controller to be of recognized value in the treatment of disease *ad val.*	Free
251	Footwear:	
	(a) Rubber-soled: with rubber uppers *ad val.*	5%
	(b) Canvas, of the tennis, gymnasium, hockey or basketball type *ad val.*	5%
	(c) Surgical	Free
	(d) Wholly or mainly of leather *ad val.*	5%
	(e) Wholly or mainly of plastic excluding plastic coated textile material:	
	(i) Infants' shoes, not over children's size 4 *ad val.*	5%
	(f) All other footwear, n.e.e., including slippers *ad val.*	5%
260	Rubber tyres and tubes:	
	(a) (i) Tyres, pneumatic, bicycle, including the immediate wrapper per lb.	£0 0s. 9d.
	(b) (i) Bicycle tubes per lb.	£0 0s. 9d.
322	Matches, including fusees, vestas and other patent lights used as such:	
	(a) In boxes or packages containing not more than 50 matches per gross of boxes or packages	Free
	(b) In boxes or packages containing more than 50 matches per 50 gross of matches	Free
ex 202	Oils, n.e.e.:	
	ex (a) Vegetable:	
	Crude oils	Free

(All columns suspended to)

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

GHANA

Import licensing

IN A NOTICE published in the Ghana *Commercial and Industrial Bulletin* of October 27 the Import Licensing Procedures for the Calendar Year, 1966, were announced. For the purpose of restricting imports three types of licences will operate:

(a) Open General Licences.
(b) Specific Licences.
(c) Special Unnumbered Licences.

An Open General Licence permits an importer to order and bring into Ghana any goods covered by the particular Open General Licence from any country without further written authority from the Controller of Imports and Exports. Effective January 1, 1966, the following are the Open General Licences authorised:

(i) Open General Licence No. 1 – This authorizes the importation of the following items:
  (a) *bona fide* trade samples provided that the quantities are not excessive in relation to the nature of the goods concerned;
  (b) personal or household effects of crews or passengers;
  (c) gifts addressed to individuals provided that they are unsolicited gifts and not imported as merchandise or for sale or that the weight or value does not exceed 22 lb. gross or £G25 respectively;

(ii) Open General Licence No. 2 – This authorizes the importation of the following:
  (a) single copies of books, newspapers, magazines and periodicals;
  (b) live animals for domestic pets and not for sale;
  (c) fish fresh, chilled or frozen, caught by Ghanaian-owned fishing vessels registered and licensed in Ghana. This does not include foreign vessels chartered by Ghanaians even though they are registered and licensed in Ghana as such.

(iii) Open General Licence No. 3 – This authorizes the importation of the following:
  Cattle, sheep, goats and other livestock and fish crossing the borders from the neighbouring African countries.

(iv) Open General Licence No. 4 – This authorizes the importation of the following:
  Headloads of foodstuffs for personal use or sale.

Specific Licence

All items not permitted under the authority of the Open General Licences must be covered by a specific licence before the importation can be allowed. These are issued on application received from the importer. Applications from importers who have registered with the Ministry of Trade as importers will be entertained. Based on the amount of foreign exchange available for each class of commodity, specified amounts will be allocated to the various applicants and upon these, specified licences will be issued. Private individuals who import goods for personal use will also be issued with import licences on application, but they do not have to register as importers.

Special unnumbered licences

Where satisfactory evidence can be produced to the effect that payment for goods which require specific import licences has been made in the country of consignment and therefore no transfer of foreign exchange is involved, the goods can be imported under Special Unnumbered Licences which can be obtained on application.

The notice specifies the form in which applications for licences should be made.

Except under special circumstances no applications will be entertained for licences for the importation of the following goods:

011-400	Poultry, killed or dressed including canned poultry.
012-100	Ham, fresh, frozen, not canned.
012-110	Bacon.
Ex 013-400	Sausages – fresh, frozen, not canned.
025-010	Eggs in shell.
048-422	Cakes.
048-429	Other bakery products.
051	Group, fruits fresh and nuts not including oil nuts fresh or dried.
052	Group dried fruits including artificially dehydrated.
053	Group fruits preserved and fruit preparations (except 053-310 tomato puree and paste 053-500 fruit juices unfermented).
Ex 054-100	Potatoes.
062-010	Sugar confectionery not containing cocoa.
071	Group coffee.
072	Group cocoa.
099	Group food preparation (except 099-060 Natural Yeasts and prepared baking powder; 099-070 Vinegar and substitutes of vinegar; Ex 099-099 Baby foods).
091-310	Lard and other rendered pig fat, rendered poultry fat not tinned.
111-011	Waters, including spa waters and aerated waters.
111-012	Ice.
111-020	Lemonade and flavoured waters, non-alcoholic, not including juices falling within item 053-500.
112-200	Cider, perry and fermented fruit juices, n.e.s.
112-310	Beer.
232-700	Cut flowers and foliage.
332-120	Motor spirit (gasoline and other light oils for similar uses) including natural gasoline, n.e.s.
332-210	Lamp oil (kerosene, illumination oil).
332-310	Gas oil.
332-320	Diesel oil.
341-100	Butane gas.
422-300	Coconut (copra) oil.
581	Group plastic materials (regerated cellulose, artificial resins).
631-210	Plywood and veneered sheets and panels.
631-400	Artificial or reconstituted wood ('improved' wood and particle boards).
632-100	Boxes, cases, crates and parts thereof of wood.
632-700	Picture and mirror frames of wood.
632-890	Other articles of wood.
642-100	Paper bags, cardboard boxes and other containers of paper or cardboard other than colour printed paper containers.
642-200	Envelopes, paper in boxes, packets, etc.
642-310	Exercise books.
642-901	Toilet papers.
652-100	Cotton fabrics, grey unbleached.
656-120	Bags and sacks, other
656-901	Cotton towels.
662-300	Refractory bricks and other refractory construction materials.
662-410	Building bricks.
662-420	Roofing tiles, chimney pots and liners, etc.
Ex 691-200	Window louvres (aluminium), assembled or unassembled.
Ex 694-110	Wire nails other than roofing nails, tacks (staples of iron and steel).
697-211	Domestic utensils (kitchenware) or iron and steel, enamelled excluding bath tubs, equipment and apparatus for use in hospitals.
697-230	Domestic utensils of aluminium.
697-930	Picture frames, etc.
698-800	Name plates, sign plates, etc.
821-011	Chairs and other seats of metal.
821-012	Chairs and other seats, non-metal.
831-010	Suitcases and trunks of fibre and imitation leather.
831-030	Other travel goods (travelling bags, dressing cases, shopping bags, haversacks, packs and similar articles) of fibre, artificial leather, and canvas.
841-108	Shirts other than knitted, n.e.s.
841-431	Singlets, knit or made of knitted fabrics – sleeveless.
842-010	Articles of fur skins.
842-020	Artificial fur and articles thereof.
851-001	Slippers and house footwear of all materials.
851-003	Footwear, wholly or chiefly of textile materials (including footwear with rubber soles).
851-004	Footwear with soles and uppers of rubber or plastic except Wellington boots, and rubber overshoes.
899-321 899-322 899-323	Matches in boxes.
899-420	Walking sticks, canes, etc.
Ex 899-540	Combs, made of plastic and wood.
899-311	Candles.
899-410	Sun-shades.

The prefix Ex to a tariff item indicates that only the portion of the item specifically mentioned is subject to the treatment indicated.

Any inquiries relating to the above notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: City 5757, Ext. 472).

LIBERIA

Import duty changes

THE REVENUE and Finance Law of Liberia has been amended to change the following import duties:

Schedule	Commodity Description	Unit	Previous rate of duty	Present rate of duty
2-2	Animals and animal products, inedible:			
(f)	Shoes, boots and footwear of plastic:			
(i)	Valued at less than 50 cents per pair .	Per pair	15% *ad val.*	80·25
(ii)	Valued at 50 cents per pair or more . .	*Ad val.*	15%	50%
4-1	Vegetable products inedible, except textile fibres and wood:			
(e)	Rubber footwear including boots and shoes:			
(i)	Valued at less than $2·00 per pair .	Per pair	15% with a minimum duty of 48 cents per pair	$1·00
(ii)	Valued at $2·00 per pair or more . .	*Ad val.*	15%	50%

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Part of a Mali delegation examining pistons in an engine assembly factory of Leyland Motors Limited. Mali has now ordered a £¾ million fleet of Leyland vehicles. From left to right: Mr. A. Dingwall, assistant export manager, Leyland Motors Limited; Mr. M. Gueriaux, Brossel Freres, France; Mr. N. Gambiers, Leyland Export Division; Mr. Gagny Doucoure, of the Mali Public Works Department; and Mr. Abdou Koite, Chief of the Mali Cabinet and head of the delegation.

Schedule	Commodity Description	Unit	Previous rate of duty	Present rate of duty
(f)	Shoes, rubber or combination soles, with canvas tops:			
(i)	Valued at less than 96 cents per pair .	Per pair	15% with a minimum duty of 24 cents per pair	80·48
(ii)	Valued at 96 cents per pair or more . .	*Ad val.*	15% with a minimum duty of 24 cents per pair	50%
8-2	Metals and manufactures except machinery and vehicles:			
(e)	Nails, tacks, screws, bolts and nuts:			
(i)	Nails . . .	*Ad val.*	5%	30% with a minimum duty of 80·03 per lb.
(ii)	Tacks, screws, bolts and nuts . .	*Ad val.*	5%	5%
11-26	Miscellaneous:			
(a)	Plastic and manufactures thereof including bowls, tubs, cups, jugs and other plastic containers for household use . . .	*Ad val.*	—	40%
(b)	All other plastic materials not specially provided for . .	*Ad val.*	—	40%

These changes came into effect on October 25, 1965 and will continue in force until December 31, 1968, at which time the import duties which were in effect immediately before the effective date of this enactment shall again come into effect.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 457).

Hints to businessmen visiting Tanzania

A BOOKLET on The United Republic of Tanzania has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting the country on export business can obtain copies of the booklet on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

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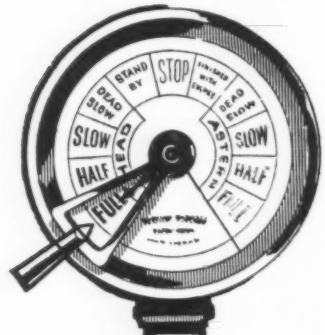

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BL13

HE Dr. Carel de Wet, the South African Ambassador, centre, during a visit to the works of The Benjamin Electric Ltd., on October 27, with Mr. H. G. Campbell, left, Benjamin chairman and managing director, and right, Mr. J. O. K. Purdey, Benjamin sales director, demonstrating lighting fittings. Benjamin Electric Ltd. are large exporters to South Africa.

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

TELEGRAPHIC ADVICE has been received from Pretoria of the following customs tariff changes, effective from November 19:

1. Chloramphenicol and esters classified under new tariff items 29.44.20 and 30.03.20, from duty-free to 20 per cent *ad valorem*, or R45 per kilogramme less 70 per cent of the f.o.b. price.
2. 76.03 Wrought plates, sheets and strip, of aluminium:

Sub-headings amended to read as follows:

76.03.10 Flat plates, sheets and strip (excluding circles), not coiled:
.10 Containing, by weight, not more than 99.9 per cent of aluminium, of a width not exceeding 64 in. and of a thickness of 0.012 in. or more and not more than 0.128 in. (excluding products containing by weight more than 0.5 per cent of copper, or 1.6 per cent of magnesium, or 4.0 per cent of silicon – 15 per cent *ad valorem*.

76.03.30 Plates, sheets and strip (not coiled), with a corrugated or other profile configuration:
.20 Other containing, by weight, not more than 99.9 per cent of aluminium, of a width not exceeding 36 in.– 15 per cent *ad valorem*.

76.03.50 Coiled:
.20 Other containing by weight not more than 99.9 per cent of aluminium, of a width not exceeding 33 in. and a thickness not exceeding 0.128 in. (excluding products containing by weight more than 0.5 per cent of copper, or 1.6 per cent of magnesium, or 4.0 per cent of silicon) – 15 per cent *ad valorem*.

76.03.80 Circles containing by weight not more than 99.9 per cent of aluminium, of a diameter not exceeding 48 in. and of a thickness not exceeding 0.25 in. (excluding products containing by weight more than 0.5 per cent of copper, or 1.6 per cent of magnesium, or 4.0 per cent of silicon)– 15 per cent *ad valorem*.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page viii of this issue.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 6977, Ext. 472.

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These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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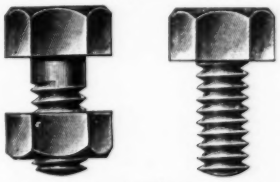

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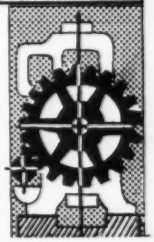

LEYLAND ENGLAND

SOUTH AFRICA, *continued*

76.04 Aluminium foil:
By the substitution for sub-headings 76.04.10, 76.04.20 and 76.04.30 of the following:
76.04.10 Foil of a thickness not exceeding 0.15 mm.:
.10 printed – 20 per cent *ad valorem*.
.20 unprinted – 15 per cent *ad valorem*.

MALAYSIA

Budget for 1966

THE BOARD OF TRADE have been informed by cable that the 1966 Malaysian Budget was introduced on November 17. Development estimates allow for an expenditure of M$880 million, but actual development expenditure is only likely to be M$615 million.

Principal changes in taxation are:

(a) The present multistage turnover tax will be replaced by a single point tax to be charged on the actual value of sales of imported goods only. It becomes in effect an import surcharge, and the rate is to be increased from ½ per cent to 2 per cent.
(b) Capital gains tax is to be postponed indefinitely.
(c) Crown corks tax is to be removed, but excise duty on beer will be increased by 60 cents a gallon.
(d) No change in income tax, but Borneo States rebate is to be reduced from 40 to 30 per cent.
(e) Annual horse power tax on motor vehicles is to be replaced by a tax on capacity at 10 cents per c.c. per annum with a minimum of M$40 per annum for petrol vehicles. Diesel vehicles will be taxed at four times this rate.
(f) Uniform excise duty of one dollar per pound throughout Malaysia for locally manufactured cigarettes.
(g) There are more wide-ranging changes in Customs duties designed as a further step towards the harmonization of rates throughout Malaysia, but details of these have not yet been received.
(h) The payroll tax has been extended to Sabah and Sarawak.

MISCELLANEOUS ADVERTISEMENTS

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Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

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THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel.: Hayle 3213. Telex 45286.

TECHNICAL TRANSLATIONS by Engineer-linguists, into the mother tongue. Typescript or camera copy. E. W. SYKES, F.I.L. (Sp.), 39 West Close, WEMBLEY PARK, Middx. Tel. Arnold 4273.

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EXPORT MARKETING SERVICE – Old established London Shipping House sending representatives to Eastern Mediterranean countries early next year wishes to be of assistance to British manufacturers seeking new export outlets. No financial assistance required. Please write Box S6224, *Board of Trade Journal*, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

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EXPORTERS' TRANSLATION SERVICE, 68, Lichfield Court, Sheen Road, Richmond. Phone: RIC 4729. ALL LANGUAGES, e.g. into HUNGARIAN for the next BUDAPEST INDUSTRIAL FAIR: May 20-30, 1966.

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Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed **to H. M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

Index to statistics published regularly in the Board of Trade Journal

A = Annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	2 July 1965
Business names registered (A)	12 Feb. 1965
Capital expenditure:	
By industry – provisional (Q)	10 Sept. 1965
– final (Q)	8 Oct. 1965
Distributive and service trades (A)	1 Jan. 1965
Expected capital expenditure (6-M)	15 Oct. 1965
Catering trades turnover (M)	19 Nov. 1965
Chemical industries production (6-M)	21 May 1965
Companies:	
Accounts delivered under the Protection of Depositors Act (6-M)	16 July 1965
Income and finance (Q)	5 Nov. 1965
New companies registered (M)	This week
Property companies (A)	6 Nov. 1964
Credit:	
International trade credit (A)	7 May 1965
Engineering and electrical goods:	
Deliveries of certain products (Q)	1 Oct. 1965
Production, exports and orders (M)	This week
Film industry:	
British film fund agency returns (M)	19 Nov. 1965
Cinema admissions and takings (M)	19 Nov. 1965
Overseas payments and earnings(A)	25 Sept. 1964
Registrations of films (A)	29 Jan. 1965
Trends in film-going (A)	10 Sept. 1965
Food consumption levels (A)	20 Aug. 1965
Foreign trade:	
Commonwealth trade (A)	25 June 1965
Sterling area trade summary (Q)	5 Nov. 1965
Trends in exports of manufactures (A)	27 Nov. 1964
World trade and production (Q)	3 Sept. 1965
Foreign trade of the UK:	
Trade by air (6-M)	12 Nov. 1965
Unit value and volume index nos. (M)	12 Nov. 1965
Value of overseas trade (M)	19 Nov. 1965
Gold and dollar reserves (M)	12 Nov. 1965
Hairdressing trades turnover (M)	19 Nov. 1965
Hire purchase:	
Assets and liabilities of HP companies (Q)	19 Nov. 1965
Business (M)	12 Nov. 1965
Industrial building:	
Provisional figures (Q)	5 Nov. 1965
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	29 Oct. 1965
Insurance companies:	
Assets (A)	9 July 1965
Transactions (Q)	24 Sept. 1965
Investments and overseas earnings (6-M)	2 April 1965
Laundries and dry cleaners turnover (M)	19 Nov. 1965
Machine tools deliveries and orders (M)	19 Nov. 1965
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	5 Nov. 1965
Nationalized industries overdrafts	5 Nov. 1965
Pension funds:	
Assets (A)	9 July 1965
Transactions (Q)	3 Sept. 1965
Retail prices index (M)	This week
Retail trade:	
Index nos. (M)	12 Nov. 1965
N. Ireland index (M)	This week
Shipping movement at UK ports (M)	29 Oct. 1965
Stocks:	
Manufacturers and distributors (Q)	8 Oct. 1965
Retail (M)	19 Nov. 1965
Textiles:	
Clothing and textile orders and deliveries (M)	19 Nov. 1965
Man-made fibres production (M)	5 Nov. 1965
Wholesale houses sales (M)	19 Nov. 1965
Wool and cotton output (M)	19 Nov. 1965
Tourism:	
International tourism (A)	10 Sept. 1965
UK tourist traffic (M)	8 Oct. 1965
Wholesale prices:	
Average prices of selected commodities (A)	19 Feb. 1965
Index nos. (M)	12 Nov. 1965

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	17 Sept. 1965
Board of Trade Regional Organization	This week
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	9 July 1965
British Commercial Representatives Overseas	This week
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	9 July 1965
Official Receivers' Offices	5 Nov. 1965
United States Consular Offices in the UK	14 Aug. 1964

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